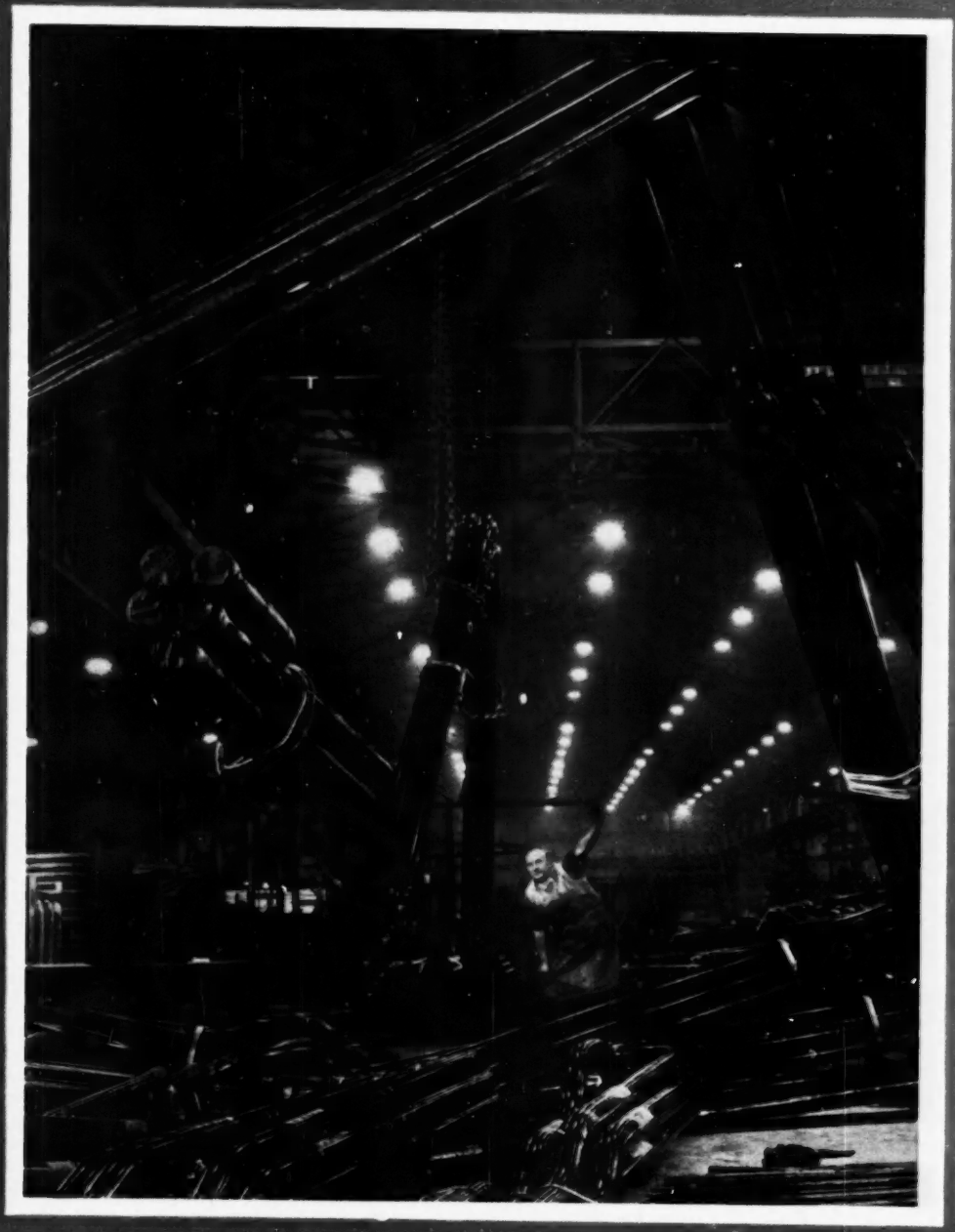
Board of Trade Journal

Volume 185, No. 3461

19 July 1963



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Board of Trade Journal

Volume 185, No. 3461 | 19 JULY 1963 | Price 1s. 3d. net

Pages 121-164 | Annual Subscription including Inland Postage, £3 18s. 0d.

New Statistics of Insurance Companies' Assets

As part of a substantial programme for the improvement of financial statistics, arising out of the recommendations of the Report of the Radcliffe Committee,(1) the Government have asked insurance companies and collecting friendly societies, through the British Insurance Association, to provide the Board of Trade with detailed statistics of their holdings of financial assets and of their purchases and sales of assets. The Board wishes to acknowledge the help it has received from the Association in collecting these statistics.

THE FOLLOWING ARTICLE presents the first results of new inquiries into insurance statistics (2) and gives figures of insurance companies' and collecting friendly societies' holdings of financial assets at December 31, 1961, and December 31, 1962, as well as statistics of their transactions in assets during the year 1962. In future it is hoped to publish quarterly figures of insurance companies' transactions in assets, commencing with the statistics for the first quarter of 1963. Next week's *Board of Trade Journal* will include the first of another new series of statistics, relating to the financial assets of self-administered pension and superannuation funds in the private sector.

The figures now collected underline the importance of the financial role of the insurance companies. A measure of the magnitude of their investment, details of which are given in table 1, is that taking life and general funds together, their purchases of assets in 1962 amounted to £1,628m. and their receipt from sales of assets to £1,105m. Thus during the year the volume of new money flowing on to the capital market through the insurance companies amounted to £523m. Of this total, £484m. represented new investment of life insurance funds, or 27 per cent of all personal saving in 1962 as recorded in the national income accounts. Of the insurances companies' total new investment of £523m., £148m. was in Government and Government guaranteed securities and £99m. in company debentures, reflecting last year's marked reversal of the trend to invest a smaller proportion of funds in fixed interest securities. The British Insurance Association's statistics show that, in 1962 for the first time since the end of the war, companies' holdings of Government securities increased not only in total but also as a percentage of all their investments.

Holdings of assets are recorded in table 2 and totalled nearly £7,700m. in 1962, although the significance of this figure is imprecise, since public sector securities – Government, local authority, and

Table 1 — Transactions in Financial Assets of Insurance Companies in 1962

£ million

Asset	Life			General			Combined		
	Acquired	Realised	Net investment	Acquired	Realised	Net investment	Acquired	Realised	Net investment
					Cash Values				
Company securities:									
Ordinary shares	158	83	+75	25	14	+11	183	97	+86
Preference shares	17	9	+ 8	3	2	+ 1	20	11	+ 9
Debentures, etc.	131	34	+97	7	5	+ 2	139	40	+99
Mortgages and loans:									
Home - House purchase loans	112	54	+58	5	3	+ 2	117	57	+60
Other mortgages and loans	88	40	+48	2	2	0	90	42	+47
Overseas	3	1	+ 2	2	1	+ 1	4	2	+ 2
Overseas government, etc., securities	7	11	— 4	12	14	— 2	19	25	— 6
Land, property and ground rents	62	12	+50	3	2	+ 1	65	14	+51
Other investments	3	1	+ 2	1	1	0	4	2	+ 2
Public sector securities:									
British government and government guaranteed securities:									
Period to maturity:									
Up to 5 years	18	20	— 2	20	23	— 3	38	43	— 5
Over 5 and up to 10 years	73	153	—80	31	36	— 5	104	188	—85
Over 10 and up to 15 years	65	105	—39	13	14	— 1	78	119	—41
Over 15 years	605	362	+243	47	24	+23	652	386	+266
Undated	53	39	+14	1	2	— 1	54	42	+13
Local authorities, etc., securities	42	29	+13	18	10	+ 8	60	39	+21
Total	1,437	953	+484	191	153	+38	1,628	1,105	+523

(1) Report of the Radcliffe Committee on the Working of the Monetary System. An article in Economic Trends, September 1962, discussed the developments in home financial statistics of which these new statistics of insurance form part.

(2) The new statistics differ in scope and coverage from the statutory returns provided to the Board of Trade by the insurance companies, from those published annually by the British Insurance Association, and from those published in the Radcliffe Report. See 'Notes and definitions' at the end of this article.

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The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 3d. (Annual Subscription £3 18s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2192). Address for telegrams and cables 'Boneblack, London.'

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Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

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Front Cover Photograph

Some of the 93,200 ft. of Tru-Wel electric resistance welded tube made by Tube Products Ltd., Oldbury, Birmingham, for the boilers in Cairo South Power Station now being built by the English Electric Co. Ltd. At the stage illustrated, the tube has been manipulated by Richards & Ross Ltd., and is being prepared for despatch direct to Egypt where it will be assembled by Simon Carves Ltd.'s, engineers. International Combustion Ltd., is the fifth British firm engaged in work for the power station.

public corporation stocks – are at nominal values in the returns, while other assets are at book values. Because of these differences in valuation, the proportions of total investment shown as in Government securities (26 per cent) and in local authorities' securities (5 per cent) are higher than they would be if all assets were, say, at market prices; on the other hand, holdings of ordinary shares of companies (21 per cent) are understated. In broad terms, the other main categories of assets are company debenture and preference shares (18 per cent), mortgages and loans (16 per cent) and land, property and ground rents (10 per cent).

From the figures, approximate estimates can be made of the part which insurance companies play in two aspects of the capital market, Government securities and the financing of house purchase. Official statistics show that the nominal value of holdings of British Government and Government guaranteed securities at March 31, 1962, by the market (that is excluding securities held by the National Debt Commissioners and the Bank of England) amounted to £14,154m. The figures now published show that insurance companies' holdings of these securities at the end of 1961 amounted to £1,953m. and, making a rough allowance for the nominal value of their net purchases of Government securities in the first quarter of 1962, it seems that perhaps 14 per cent of the nominal value of all Government securities in the market were held by the insurance companies. At market prices, the insurance companies' share of total holdings would be lower, since the securities they hold are mainly in the 'long' end of the list, where market prices in 1962 were generally below nominal values, while for short-dated stocks market and nominal values were closer together.

Table 2 — Financial Assets held by Insurance Companies

£ m.

Asset	Life		General		Combined	
	At December 31, 1961	At December 31, 1962	At December 31, 1961	At December 31, 1962	At December 31, 1961	At December 31, 1962
	Book Values					
Company securities (1):						
Ordinary shares	1,302	1,399	160	173	1,462	1,572
Preference shares	331	339	31	33	362	371
Debentures, etc.	817	911	70	70	886	981
Mortgages and loans:						
Home – House purchase loans	634	685	28	31	662	715
Other mortgages and loans	388	450	23	16	411	467
Overseas	13	14	8	7	21	21
Overseas government, etc., securities	82	77	24	35	106	112
Land, property and ground rents	619	670	56	61	675	730
Other investments	31	24	13	15	44	39
Total of above assets	4,216	4,569	413	440	4,629	5,009
	Nominal Values					
Public sector securities:						
British government and government guaranteed securities:						
Period to maturity:						
Up to 5 years	8	10	26	21	33	31
Over 5 and up to 10 years	141	73	59	65	200	138
Over 10 and up to 15 years	243	199	35	39	279	237
Over 15 years	857	1,088	72	79	929	1,166
Undated	345	372	13	10	358	381
Local authorities, etc.: securities:						
Period to maturity:						
Up to 5 years	39	35	12	11	51	46
Over 5 and up to 10 years	47	50	6	11	53	61
Over 10 and up to 15 years	55	69	4	9	58	77
Over 15 years	167	166 (2)	9	7	176	173 (2)
Total of public sector securities	1,902	2,060	236	251	2,138	2,311
Cash and short term assets	46	51	70	57	117	108
Agents' balances, etc.	89	106	127	157	216	263

(1) The figure for combined life and general funds at December 31, 1962 includes £264m of securities of companies registered overseas, of which £124m. represented common stocks of United States companies; the balance consisted very largely of securities of companies registered in Canada and the overseas sterling area. Holdings of securities of companies registered in other countries, including Europe, totalled only £14m.
(2) Including £12m. of undated securities.

The second measure of the relative importance of the insurance companies can be obtained by comparing their assets by way of house purchase loans, which amounted to £715m. at the end of

Insurance Companies' Assets (*Continued*)

1962, with the balances due to building societies on mortgages at that date, which amounted to £3,150m.; but here again the comparison cannot be a precise one because mortgage business is conducted on different bases by the two types of institutions – building society advances are generally repaid by instalments, while advances made by insurance companies are normally repayable when the collateral security of an endowment insurance policy matures at the end of the period of the mortgage.

Growth of Insurance Companies' Assets

There are two possible measures of the growth of insurance companies' assets – the change from year to year in the value of their funds, and the amount of new money which they invest. So far as the first of these measures is concerned, the British Insurance Association each year publishes statistics of the investments, at book values, of its members with head offices in the United Kingdom. These figures differ in some respects from the figures of holdings of assets now published; for instance, Government and Government guaranteed securities are shown at book values and not at nominal values, and the figures include the assets of overseas agencies, branches and subsidiaries of the companies. The British Insurance Association's figures show that over the last seven years, investments of the companies in terms of book values have been increasing at a rate varying between 7 per cent and 12 per cent a year, with an annual average increase of about 9½ per cent. The new figures will provide an alternative measure of growth, the amount of new investment as measured by the cash value of net transactions in assets.

Life Assurance Funds

As the British Insurance Association pointed out in its evidence to the Radcliffe Committee, different considerations govern the investment policy of life insurance funds from those which govern general funds. Life business is primarily concerned with long term contracts and the aim of companies is to spread the duration of investments to match approximately the incidence of future claims. General funds, on the other hand, usually provide cover from year to year only. Moreover, life funds are growing more rapidly than general funds. The safety of their funds is a primary consideration for the companies in determining investment policy, but at the same time companies endeavour to secure as high a return as is consistent with this aim. Table 2 shows that at the end of 1962 life funds' holdings of Government securities maturing over 15 years ahead and of undated Government securities amounted to £1,460m. (nominal values), and local authority securities of similar maturity to £166m. These investments accounted for 24 per cent of the total value of investments of life funds shown in table 2 although it mut be remembered that valuations in the table are not on a consistent basis. In addition, a proportion of the holdings of debentures (£911m. – 14 per cent of the total) will be in long dated issues, and many of the mortgages – which totalled £1,149m. (17 per cent) – will not mature for a number of years. Holdings of ordinary shares amounted to £1,399m. (21 per cent of investments) and land, property and ground rents to £670m. (10 per cent).

Transactions in assets of life funds in 1962 were marked, against the trend of recent years, by the move towards investment in fixed interest stocks and away from investment in equity shares. Net investment in Government securities (£136m.), local authority securities (£13m.), and company debentures (£97m.) accounted for 50 per cent of total new investment in 1962. The proportion of new investment going into equities was only 16 per cent (£75m.), a share markedly lower than the proportion of 21 per cent of life funds' porfolios in equities at the end of 1962.

Transactions in assets and changes in book values

The statistics of transactions in assets in table 1 of this article reflect actual cash payments for assets which were acquired during the year and cash receipts from sales of assets. Figures of investment on a cash basis have not previously been available (except for those collected by the Radcliffe Committee) because they are not measured by changes in the book values of assets between the beginning and the end of a year. For example, amounts set aside from insurance companies' annual income, as well as capital gains realised by companies on the sale of securities at prices above the values at which they appeared in their books, may be put to "investment reserves" which may or may not be reflected in the book values at which assets are listed in the published reserves. Equally if the amount that a security realises on sale is less than its book value, the "loss" if it is met by drawing on 'investment reserves' may not be apparent in the change in the book value of assets. Moreover, insurance companies from time to time adjust the value of their assets in their published balance sheets. The Royal group of companies did so in 1956 when they adjusted the values of their overseas assets to take account of changes which had taken place in foreign exchange rates since the assets were acquired; and the Co-operative Insurance Society adjusted the value of its assets by £10m. in 1961, while the Prudential redistributed book values between equities and fixed interest securities in 1958.

Differences between net investment and changes in book values can arise from the factors outlined above. For example, if the increase in book values of, say, ordinary shares exceeds the net investment in them during the year, this may reflect the sale during the year of shares standing in the books at the lower prices at which they were purchased in an earlier period. If the increase in book values in, say, investments earning a fixed rate of return is less than net investment in them, it may be because the companies have written down their holdings to take account of a fall in market prices of such assets which would accompany a rise in the structure of interest rates.

The figures in this article of holdings of assets at the end of 1961 were the first to be collected under the new scheme and, since difficulties often accompany new statistical enquiries, they may not be fully comparable with the figures for the end of 1962. For example table 1 shows that there were net new advances for house purchase by life funds of £58m. against an increase of only £51m. in book values shown in table 2, while investment in other home mortgages and loans, at £48m. was £14m. less than the change in book values. Such large differences seem difficult to explain in terms of the accounting practices described in the previous paragraphs, and are more likely to reflect statistical discrepancies.

Investment in British Government Stocks

New issues of Government securities for cash to the public in 1962 amounted to £599m., while life funds' new investments in 'gilts' during the year amounted to £136m. Some of the funds' purchases of Government stocks may have been of existing securities from other sectors of the market, but it is clear that the insurance companies acquired a considerable proportion of the new debt issued by the Government during the year. This new investment by the companies was accompanied by considerable adjustments to their existing portfolios of Government securities.

Some of the changes between the end of 1961 and the end of 1962 in life funds' holdings of public sector securities in the various maturity classes will reflect the passage of time: as each year passes, each stock is a year nearer its maturity. For instance 2½ per cent Savings Bonds 1964/67 (of which the total issue at nominal values amounted to £752m. at the end of 1961) would be included in the securities classed as "over 5 years but less than 10 years" to maturity in the return at the end of 1961, but by the end of 1962 they would be classified as having up to 5 years to maturity. It is not possible to estimate what effect this factor has had on the returns.

The greatest weight of insurance companies' investment in Government and Government guaranteed securities, both so far as holdings and transactions of life funds are concerned, falls on long term redeemable securities with more than fifteen years to run to maturity. Companies' nominal holdings of these stocks amounted to £1,088m. at the end of 1962. New net investment in these securities in 1962 amounted, on a transaction basis, to £243m, the balance between gross purchases of £605m. and sales of £362m. This high level of dealing reflects both the "switching" operations of companies to take advantage of anomalies in the prices of individual stocks, as well as adjustments of portfolios to the changes in the level of interest rates and the shape of the yield curve on Government securities which took place during 1962. In addition the large net purchases during the year by companies were part of the strong home demand for gilt edged securities, partly

Insurance Companies' Assets (*Continued*)

to take advantage of higher yields while they were still available and partly because the prospect for equities remained uncertain. A calculation relating the increase in holdings at nominal values between the beginning and the end of the year to net investment during the year, seems to indicate that companies' switching of long dated securities may have been from higher coupon stocks rather from those with a low coupon.

Nominal values of life funds' holdings of undated stocks increased by £27m. in 1962; purchases amounted to £53m. and sales to £39m., both at cash transaction values, a net investment during the year of £14m. So far as Government securities with fifteen years or less to maturity are concerned, there was a fall in the nominal value of holdings from the end of 1961 to the end of 1962 of £110m., a little less than the net dis-investment during the year on a cash basis in these securities. Again the figures are consonant with a switch from shorter term securities to those with long maturity dates to achieve high yields for as long a term as possible. There may also have been some switching to bring stock maturities into line with policy maturities.

The Investment pattern of life funds

Table 3 gives figures derived from the present returns of the percentage distribution of holdings of assets of life funds at December 31, 1962, and of net investments during 1962, together with similar figures for 1957 from the Radcliffe Report. It should be noted that Government securities were valued at nominal values in 1962 and at book values in 1957; other investments in 1962 are shown at book values, while net investment is at cost. As nominal values of Government securities in 1962 in practically all cases exceeded market values, and very probably exceeded book values, the 1962 distribution in Table 3 gives undue weight to them, while the percentages shown against other assets in the table are understated. Thus the fall in the proportion of Government securities from 28 per cent in 1957 to 26 per cent in 1962 understates the extent to which companies were re-shaping their porfolios to contain a lower proportion of Government securities during the period; the British Insurance Association's statistics shows that at book values, the fall was from about 24 per cent in 1957 to 20 per cent in 1962.

Table 3 — Pattern of Investment of Life Insurance Funds (1)

Asset	Percentage of Totals		
	Holdings of Assets		Net investment in assets in 1962
	December 31, 1957	December 31, 1962	
Company securities:			
Ordinary shares	17	21	16
Preference shares	7	5	2
Debentures, etc.	15	14	20
Mortgages	14	17	22
Overseas government, etc., securities	2	1	—1
British government and government guaranteed securities	28	26	28
Land, property and ground rents	10	10	10
Other investments	7	5	3
Total	100	100	100
Value in £ m.	(4,042)	(6,629)	(483)

(1) British Government and government guaranteed securities were valued at book values at December 31, 1957, but at nominal values December 31, 1962; at the latter date, other assets were at book values. Net investment in assets in 1962 is at cash transaction values. Figures at December 31, 1957 are from the Report of the Radcliffe Committee.

The proportion of funds held in ordinary shares has risen from 17 per cent to 21 per cent during the five year period; at market values the rise has probably been considerably greater, but, as already pointed out, 1962 showed a reversal of this trend. Investment in fixed interest securities, both gilt-edged and those of companies and of overseas Governments etc., has fallen, although again 1962 showed a marked reversal of this trend.

A marked feature of table 3 is the rise in mortgages; no comparable breakdown by type of mortgage is available for life funds alone for 1957, but a comparison between 1961 and 1962 supports the view that, while house purchase mortgages have grown quite sharply, a particularly rapid sector of growth in insurance companies' investment has been in the granting of mortgages for property development.

At the end of 1962, the nominal value of holdings of local authority securities amounted to £320m., about one-sixth of holdings of Government and Government guaranteed securities. Net new borrowing of local authorities by way of quoted securities and other loans and mortgages (excluding temporary borrowing and borrowing from the Public Works Loans Board) totalled £542m. in 1962, but the great bulk of this was short term borrowing; new borrowing for 10-15 years amounted to only £136m., and for over 15 years to £27m. Life funds are not, in general, investors for the short term and their new investment in local authority securities amounted to only £13m. in 1962. Detailed figures not published in this article show there was a reduction of £5m. – from £16m. to £11m. – in short term (less than one year) loans to local authorities in 1962.

General Insurance Funds

As explained above general insurance funds – fire, motor, marine etc. insurance – differ in their investment policy from life funds. General funds usually provide cover from year to year only and the premiums charged cover the risks underwritten in any particular year. Thus there is no necessity, as in the case of life business, to accumulate funds to meet increasing risks and the value of the assets of the funds amount to only about one tenth of the value of assets held by the life funds. It is necessary for the general funds to hold a substantial proportion of investments in readily realisable form because claims can fluctuate widely from year to year. These differences are reflected in the pattern of investments of the funds. While at the end of 1962, the general funds held 31 per cent of their investments in Government securities (nominal values) and 25 per cent in ordinary shares (book values), the proportions for life funds were only 27 per cent and 21 per cent. Moreover while under 5 per cent of the total nominal value of holdings of Government securities by life funds was in the shorter dated stocks with ten years or less to maturity, the proportion was 40 per cent for general funds. Current assets like cash, short term loans. Treasury bills and agents' balances form a much larger proportion of assets of general funds than of life funds. Conversely, a lower proportion of general funds are invested in mortgages, which cannot generally be realised at short notice.

Over the last five years, while the distinctive patterns of the

Table 4 — Pattern of Investment of General Insurance Funds (1)

Asset	Percentage of Totals		
	Holdings of assets		Net investment in assets in 1962
	December 31, 1957	December 31, 1962	
Company securities:			
Ordinary shares	20	25	30
Preference shares	6	5	3
Debentures, etc.	13	10	5
Mortgages	6	8	8
Overseas government, etc., securities	3	5	—5
British government and government guaranteed securities	37	31	35
Land, property and ground rents	6	9	3
Other investments	9	8	21
Total	100	100	100
Value in £ m.	(399)	(693)	(37)

(1) See note to Table 3.

Insurance Companies' Assets (*Continued*)

stocks of assets of life and of general insurance funds have continued, the development of the pattern of investment of general funds has broadly followed that of life funds. Investment in ordinary shares has increased, while the proportion in Government and other fixed interest securities has fallen; mortgage and property assets have increased in importance although not to the same extent as in the case of life funds. Moreover the general funds have followed the marked change in 1962 in the pattern of new investment which has already been described in the case of life funds: there was very marked switching from short term Government securities to those with over fifteen years to run to maturity. In the case of general funds, however, there was also some dis-investment in undated Government stocks last year. Debentures have attracted relatively little investment from general funds in recent years – only 5 per cent of net new investment last year was in debentures. The life funds, which seem to have continued to invest about 12 to 15 per cent of their new funds in debentures each year – the proportion was as high as 20 per cent in 1962 – find debentures, the majority of which run for a specific period, a useful investment for matching the maturity of future liabilities. But general funds lack this incentive to invest in debentures.

Notes and Definitions

These statistics relate to holdings of and transactions in financial assets by United Kingdom insurance companies which are members of the British Insurance Association – that is those whose parent company is registered and whose Head Office is in the United Kingdom; the Commonwealth companies which are members of the British Insurance Association are not included in the figures. In addition, the figures include the assets of collecting friendly societies. The returns include assets held in respect of money remitted by overseas branches and subsidiaries but they exclude direct investment by a United Kingdom company in its overseas branches or subsidiaries, as well as financial assets held by or on behalf of those branches, even if held in the United Kingdom.

Thus the figures of holdings of assets differ from other published insurance statistics. The British Insurance Association itself publishes each year total investments of its British members. These figures differ in two important respects from those of holdings of assets published in the present article. First, the annual statistics published by the British Insurance Association include assets of overseas subsidiaries of United Kingdom companies, and secondly public sector securities in the present statistics are at nominal values while in the Association's figures they are at book values.

The figures differ from those published by the Board of Trade in the Annual Summaries of Statements of Insurance Business published under the Insurance Companies Act, 1958 in additional respects; the latter give assets divided between companies carrying on life business and other companies, compared with the breakdown between life assets and other assets in this article. The Annual Summaries also include companies which are not members of the British Insurance Association, but these are very small in relation to the total. Neither the British Insurance Association's figures nor those published by the Radcliffe Committee include the collecting friendly societies.

Cash and short term assets include cash in hand and with United Kingdom banks, United Kingdom treasury bills and local authority bills and temporary money, and other short term assets held in the United Kingdom or overseas.

Holdings of public sector securities are at nominal values; holdings of other investments are at book values. Transactions in assets are at cash values.

Public authority securities include British Government and Government guaranteed securities and United Kingdom local authority securities (including Harbour Boards, Water Boards etc.). Treasury bills and local authority bills are not included under this heading. Securities with optional redemption dates are classified by their final date. Conversions on maturity are omitted from the statistics of transactions in assets.

A more detailed breakdown of companies' short term assets will appear in the July 1963 issue of Financial Statistics.

Figures given in the various tables in this article have been rounded and totals are not always exactly equal to the sums of their components.

Selling to the United States

The United States Market is the subject of a special supplement to the *Export Service Bulletin* of July 15. The supplement is introduced by a general article entitled 'Exporting to the United States of America' and is followed by a series of market reports on men's outerwear, equipment for pleasure boats, marine engines for pleasure boats, materials handling equipment, packaging machinery, electronic precision measuring equipment, medical electronic equipment, laboratory equipment, plastics injection moulding equipment, industrial food processing machinery, shoe-making machinery, footwear and machine tools.

A team of experienced commercial officers from the United States is to tour the United Kingdom during the autumn to talk to firms individually on selling to the American market.

Export Service Bulletin is issued by the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Annual subscription 10 gns.

Chancellor of Exchequer Surveys U.K. and International Trade

'THE KENNEDY ROUND' and the growing co-operation in monetary matters between major countries were welcomed by Mr. Reginald Maudling, Chancellor of the Exchequer, in a speech to the Canadian Chamber of Commerce in London on July 10, as offsetting the disappointment over the Brussels negotiations.

'I think more and more countries are recognizing that a country's monetary policy is significant far beyond its own frontiers,' he said.

The Chancellor went on to say that with the breakdown in Brussels the need for a widespread reduction of trade barriers became more and more apparent. There was greater need for co-operation in monetary matters, not merely to provide the cash for international trade but to provide the facilities for temporary swings that are bound to take place in the positions of individual countries, so as to avoid those individual swing movements leading to a general contraction of international trade. 'These sort of happenings in the monetary field are, to my mind, just as important as the expansionist movement in the trading field which is led by the Kennedy Round and the general determination to reduce trade barriers,' said the Chancellor.

Speaking of general trade questions the Chancellor said that he was very impressed by the meeting of Commonwealth Trade Ministers before the GATT Conference, particularly as they confirmed the importance of the special trading arrangements that exist within the Commonwealth, not only to its members but to the trading world as a whole. He stressed the importance of ensuring that any modifications in existing arrangements should be looked at in the light of potential benefits. 'In other words if you have got a good system don't change it until you see something better,' said the Chancellor. 'This I think is very important. In the GATT negotiations, in our whole approach to the Kennedy Round – and you in Canada and we in the United Kingdom are, I think, agreed on these matters – we should proceed on the basis of using all that exists, and is important and valuable, as a basis for improvement in the future.'

The Chancellor spoke of the particular importance of new British developments in agricultural policy and reminded his audience that the United Kingdom would be embarking upon a policy, particularly in cereals, which should avoid some of the abrupt short-term fluctuations in our imports. We would pursue a policy designed to get international co-operation in commodity matters and trade and we would aim at more stable prices, in the hope that this developing policy would be a contribution to Anglo-Canadian trade and the development of international trade in the Kennedy Round.

The Chancellor also spoke of the large part played by Canada and the United Kingdom in assisting the less developed countries. The people in these countries could only expand their own prosperity if they would industrialize and they could industrialize only if they would make for themselves some things they at present buy from us and if they sold in the markets of the world some

(*Continued on next page*)

things in competition with us. Industrialized Canada and industrialized Britain would have to concentrate on more highly sophisticated and highly developed products.

Turning to the question of direct Anglo-Canadian trade, the Chancellor said that it would be foolish to pretend that it has not been rather disappointing in recent years. He thought that many people in this country felt that some of the measures taken by the Canadian Government to protect their own interests had gone rather hardly on British trade. He was sure that this knowledge and feeling was shared by the Canadian Government.

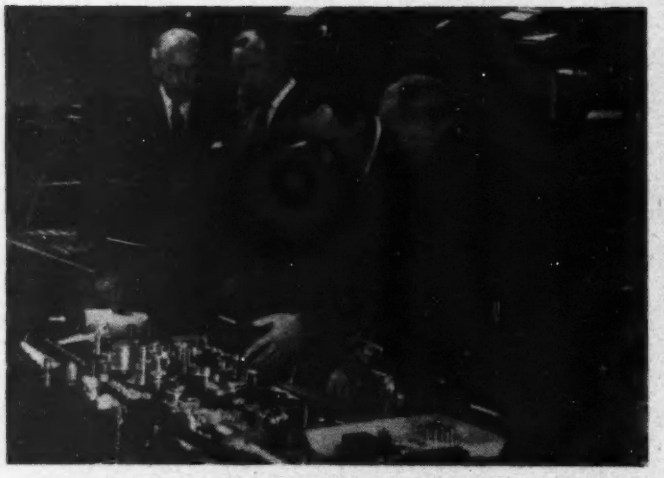
Referring to the expansion of the British economy the Chancellor said that the leaders have been the motor car industry and the construction industry. He thought that the expansion which they pioneered was now spreading to other sectors of our economy. He pointed out that incomes and wages were still rising, taxes were being reduced and people were getting more money to spend. 'These are the main influences that put up spending in the economy, put up demand in the economy and create the business which we want to see expand,' he said.

Speaking of the problem of costs the Chancellor said that so far as the external position was concerned, recent experience had been encouraging. 'Our problem is a simple one,' he continued. 'It is to keep our costs of production relatively stable. If we can keep costs as stable as we are doing at the present moment, relative to our competitors, I believe we can look forward to really sustained expansion in this country. The stability of costs in the long run depends on business enterprise, using skills, ideas, techniques and modern machinery to the maximum extent. In the short term it depends upon keeping a hold on Government expenditure. This is currently making a very high contribution to making up the slack in the economy but the rate of growth of Government expenditure is rather disturbing. Government expenditure is one element; the other element is the growth of individual incomes – wages, profits, salaries, dividends, from whatever source. These are the main constituent elements in the equation which leads to the level of British prices. If the level of British prices can remain stable relative to our competitors', the expansion can be sustained effectively.'

Record Production at Durgapur Steelworks

ISCON, THE BRITISH consortium which built the £120m. Durgapur steelworks in West Bengal, India, has announced that the steel-making plant provided 91,000 tons of ingots in March 1963 – 106 per cent of its rated capacity. To date 1·5 million ingot tons have been provided for use in the rolling mills.

Minister's Export Tour



Mr. Alan Green, Minister of State, Board of Trade (third left), is shown a display of aircraft components for direct and indirect export during his recent visit to Bowthorpe Holdings Ltd., at Crawley, Sussex. With the Minister are: Mr. J. Bowthorpe, chairman of the company (left), Mr. Barry Kay, Regional Controller, Board of Trade, London and South Eastern Region (second left), and Mr. A. R. Mason, production director (right).

Local Employment Act, 1963

THE LOCAL EMPLOYMENT BILL, which gives the Board of Trade powers to make fixed grants to undertakings providing employment for the benefit of development districts, received the Royal Assent on July 10. Explanatory notes as to the new provisions and the procedure to be followed in applying for the grants together with application forms can be obtained from the Board of Trade, (Distribution of Industry Division), Horse Guards Avenue, London, S.W.1, or from any of the Regional Offices of the Board.

The Act to which the above Notice refers gives effect to the proposals, announced by the Chancellor in his Budget speech and amplified by the President of the Board of Trade in the ensuing Debate, for standard grants to encourage the provision of employment in development districts. The grants are available to firms providing appropriate employment in the development districts. They are fixed at 25 per cent of the cost of providing a building or extension, and 10 per cent of the cost of acquiring and installing plant and machinery.

These benefits are separate from the 'free depreciation' facility, which the Chancellor announced at the same time, whereby industrial firms in development districts will be able to write off for Tax purposes the cost of new fixed plant and machinery at a rate of their own choosing.

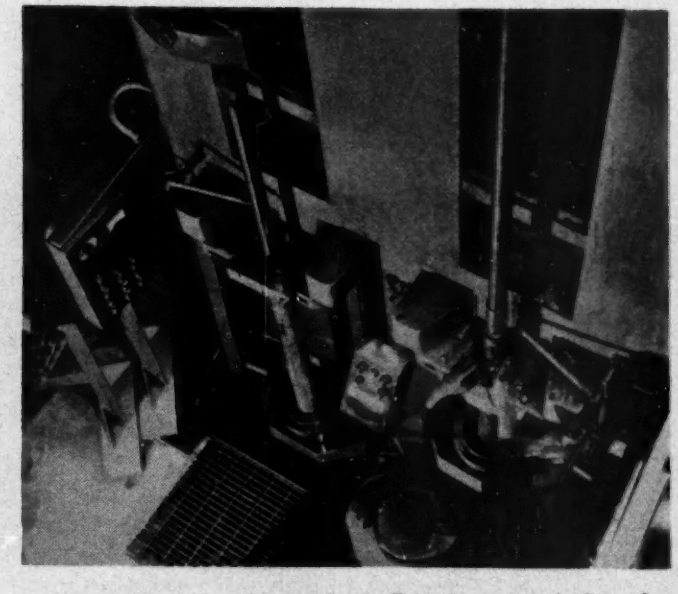
Anglo-German Trade Talks

AN AGREED MINUTE on trade between the Federal Republic of Germany and the United Kingdom was signed yesterday at the Board of Trade.

Most trade between the two countries is now free from restrictions; the Agreed Minute is concerned with the sectors which are still restricted.

There has been some revision of the levels of quota established for certain agricultural products and foodstuffs imported into the Federal Republic from the United Kingdom and its Dependent Overseas Territories. The Agreed Minute also records the intention of the United Kingdom to negotiate with the Government of the Federal Republic a treaty for the co-production of films.

40 Per Cent Overseas Production



Overseas sales of honed bore tubes by Tubes Limited a subsidiary of Tube Investments Ltd. – currently running at 40 per cent of production – are expected to increase substantially with the additional capacity of this new honing mill, opened at Birmingham on July 11. It is believed to be the largest of its kind in Europe, and was built to cope with increasing home and overseas demand for honed bore tubes, particularly from the Commonwealth, Germany, Austria, Sweden, Switzerland, Holland, Denmark and Norway.

Minister of State Welcomes Big Increase in Business Equipment Exports

'BUSINESS EFFICIENCY' was the theme of an address given by Lord Derwent, Minister of State, Board of Trade, at the quarterly luncheon of the Business Equipment Trade Association on July 11. The Minister of State, who was the guest of honour of the association, praised the 'healthy growth' of the business equipment industry, whose exports had risen from £3½m. in 1947 to £43m. last year, and stressed that modern office equipment played a vital part in the efficient conduct of business. A product could be well designed and carefully produced but would still depend greatly on efficient office management and communications for successful sales, he said.

The Minister also expressed his satisfaction at figures quoted earlier by Mr. F. J. Mitchell, president of the BETA, who announced that exports of business equipment for May amounted to £4,372,742, an increase of 18·5 per cent on the figures for May last year and a figure which brings the total exports of business equipment for the first five months of this year to £20,576,419 – an increase of some 20 per cent on the same period in 1962.

'If this rate of export is maintained for the rest of 1963', he added, 'the industry may well reach the £50m. export mark'.

BEC, FBI and NABM to form a National Industrial Organization

THE FOLLOWING JOINT STATEMENT was issued by the British Employers' Confederation, Federation of British Industries and National Association of British Manufacturers on July 10:

'The past decade or so has seen much development in the determination of Government to control the national economy. In the context of a national incomes policy, this involves discussions – and may lead to action – simultaneously affecting wages and other forms of income, or prices.

'The present is a time of great change – in the pattern of world trade, the pace of technological development and the need to compete in the face of these changes, and the adoption of a policy of economic growth. The need for study of these great questions and the offer of wise leadership to all industry by a single strong organization is now a constructive necessity.

'It has now therefore been decided by the Governing Councils of the BEC and the FBI, and by the Regional Chairmen of the NABM, to take steps to define the shape of a single new National Industrial Organization to take the place of the three existing organizations whose existence would terminate on the formation of the new body.

'Their decision has been given this form in order to rise above the structural difficulties which might otherwise prove insuperable. It is, therefore, proposed not to ask any joint working party of the existing organizations to draft the constitution of the new body, but to commission for this purpose one or more distinguished professional personalities who would take evidence from the existing organizations and from other quarters.

'In order to give the Commission as much freedom as possible, its terms of reference are to be as follows:

To propose the constitution of a national Industrial Organization having the following purposes:

to provide for industry the means of formulating, making known the influencing general policy in regard to economic, fiscal, commercial, labour, social and technical questions, and to act as a national point of reference for those seeking industry's views;

to develop the contribution of industry to the national economy;

and to encourage industry's efficiency and competitive power, and to provide advice, information and services to British industry to that end.

'The Governing Councils of the existing organizations will in due course be invited to study the recommendations of the Commission, and if necessary to make such modifications as would make the proposals acceptable to them. Thereafter they will be invited to appoint committees or individuals to prepare detailed plans for setting up the new organization, and the winding up of the old organizations. The three organizations acting together will now consider the appointment of the Commissioners referred to.'

Visit of the Iraqi Minister of Trade

SAYID SHUKRI SALIH ZAKI, the Minister of Trade of the Republic of Iraq, will arrive in London on July 14 for a ten day visit to this country as the guest of Mr. Frederick Erroll, President of the Board of Trade. The visit, which follows an invitation extended by the President when he was in Iraq in April, will enable the Minister to meet a number of industrial, commercial and financial interests concerned with the extension of trade between Britain and Iraq, and to see a variety of industries whose products are particularly relevant to the development of Iraq's economy. He will be accompanied by Sayid Ali Ihsan Shawqi, Director General of Imports and Exports; Dr. Akram al Jaff, Director General of the Tobacco Monopoly Administration; and Dr. Tariq Mutawalli, Director General of Economic Affiairs in the Ministry of Foreign Affairs.

Notes:

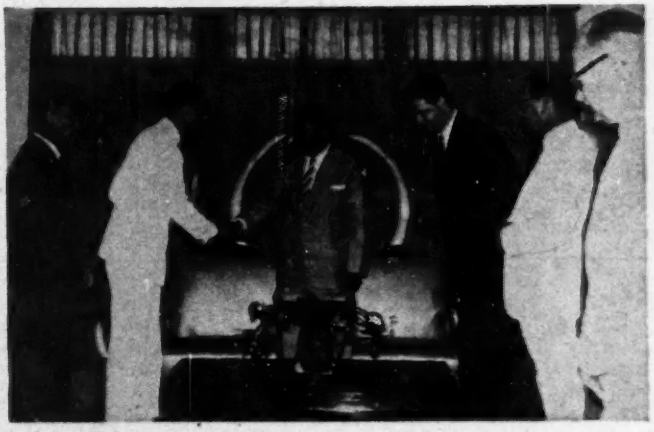
The President of the Board of Trade visited Iraq during April 1963, as part of his tour of certain countries in the Middle East and North Africa. A Mission from the Council for Middle East Trade also visited Baghdad in May 1963, at the President's suggestion, to investigate the opportunities for increasing our trade following the change of regime. Their report is to be published shortly. Our exports to Iraq in 1962 were valued at only £20·2m., compared with £34·4m. in 1957. A large part of the reduction is due to the lower level of oil company investment, however, and the continued receipt of oil revenues amounting to about £100m. annually should provide an adequate basis for trade expansion.

Sierra Leone Financial Talks

DISCUSSIONS took place last week between Mr. John Tilney, M.P., the Parliamentary Under-Secretary of State for Commonwealth Relations and a Financial Mission from the Government of Sierra Leone, led by Mr. A. M. Margai, the Finance Minister, and including Mr. R. G. O. King, Minister of Development.

Views were exchanged on a number of development projects in Sierra Leone. The Mission will report to the Sierra Leone Government for their consideration proposals made to them by the British Government.

Trading Ceremony in Laos



H.H. Prince Souvanna Phouma (centre) Prime Minister of Laos, shaking hands with Mr. D. C. Hopson, H.M. Ambassador for Laos, at the Exchange of Notes on May 17, between the British and Laotian Governments to bring into effect the British scheme of aided commodity imports into Laos, details of which were published in the *Board of Trade Journal* for May 24, 1963. Mr. H. Docherty, First Secretary (Commercial) at the British Embassy, is second right.

Provisional Figures of United Kingdom Trade in June

Recorded Values (Table A)

United Kingdom exports in June were valued at £335·5m., imports at £383·9m., and re-exports at £13·1m.

Seasonally Adjusted Values (Table B)

After eliminating normal seasonal variation, United Kingdom exports in the second quarter were 3 per cent more than in the first quarter. The rate of exports in the first six months of the year was 5 per cent more than in the year 1962 as a whole.

On the same basis, imports in the second quarter were 5 per cent more than in the first quarter and the average of the first six months of the year was 3 per cent more than the average in the year 1962.

Seasonally adjusted monthly average re-exports in the second quarter amounted to £13m. compared with £12m. in the first quarter. The monthly average for the first six months of the year was £13m., the same figure as the average for the year 1962.

United Kingdom Trade

A. Recorded Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·3	13·1
1962 2nd Quarter	327·2	374·9	14·4
3rd Quarter	300·6	368·6	11·2
4th Quarter	325·4	378·8	14·3
1963 1st Quarter	332·6	381·3	13·3
2nd Quarter*	343·6	398·4	13·3
1963 January	320·0	398·7	11·4
February	314·1	353·5	13·0
March	363·5	391·9	15·4
April	331·7	387·0	13·2
May	364·7	425·5	13·5
June*	335·5	383·9	13·1

B. Seasonally Adjusted Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 2nd Quarter	320	373	14
3rd Quarter	320	385	12
4th Quarter	317	374	14
1963 1st Quarter	327	375	12
2nd Quarter*	335	395	13
1963 January	309	361	11
February	321	380	14
March	349	383	12
April	320	388	13
May	341	395	13
June*	345	401	14
January-June*	331	385	13

*Provisional

Notes:

1. Trade Account figures of imports and exports differ from those for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in so far as they are paid abroad, are included in invisible expenditure.

2. The seasonal adjustment to exports has been revised, resulting in some small changes to the figures previously published for periods prior to the current year.

Cinematograph Films Council Report

The Twenty-fifth Report of the Cinematograph Films Council relating to the year ended March 31, 1963, has been published by H.M. Stationery Office. Price 8d.

Industrial Building in the Second Quarter, 1963

PROVISIONAL figures of building projects – new buildings, extensions to existing premises, and existing buildings turned to industrial use – for which industrial development certificates were issued during the first quarter of 1963, together with comparative figures for other periods, are as follows:

	Number of Schemes	Total Area (m. sq. ft.)
Great Britain:		
1960 2nd Quarter	1,047	24·1
3rd Quarter	793	22·2
4th Quarter	697	18·2
1961 1st Quarter	668	18·0
2nd Quarter	681	14·3
3rd Quarter	618	12·2
4th Quarter	514	12·1
1962 1st Quarter	485	10·3
2nd Quarter	491	9·5
3rd Quarter	438	9·0
4th Quarter	474	8·5
1963 1st Quarter	468	9·2
2nd Quarter	511	9·9
Standard Regions:		
1963 2nd Quarter:		
Northern	24	1·0
East and West Ridings	39	0·8
North Midland	45	0·8
Eastern	48	1·0
London and South Eastern	91	1·2
Southern	49	0·9
South Western	29	0·6
Wales	16	0·3
Midland	55	0·8
North Western	72	1·3
Scotland	43	1·3

The figures relate to schemes for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures for periods before April 1, 1960 (the operative date of the Local Employment Act) and from those in the 'Monthly Digest of Statistics' and in 'Economic Trends', which relate to schemes for manufacturing industry only.

Inquiries on these figures should be addressed to the Distribution of Industry and Regional Division, Board of Trade, Horse Guards Avenue, London, S.W.1.

Expansion Programme at Board of Trade Factory

THE INDUSTRIAL ESTATES Management Corporation for England announce that the Board of Trade factory occupied by David Brown Industries Ltd., at the Pallion Industrial Estate, Sunderland, is to be extended by 82,000 sq. ft., and will provide jobs for an additional 400 men and 40 women. The contract for the first stage of the extension has been placed with A. Monk and Co. Ltd. Work has already started and the extension, which will cover 70,000 sq. ft., is expected to be ready for occupation at the end of February 1964.

Gauge and Tool Makers' Export Group Formed

AS A RESULT of a meeting arranged by the Gauge and Tool Makers' Association in November 1962 to encourage its member firms, who in the past had done little or no export business, to take part in a general export drive four of the member firms have formed an export group registered under the name of Exatol Ltd., to promote and extend the overseas sales of their products. The firms are: Yorkshire Precision Gauges Ltd.; T. Bowers & Co. (Toolmakers) Ltd.; Precise Engineering Co. (Southport) Ltd., and Sanderson Instruments (Huddersfield) Ltd. Participation in the group, which is already in contact with many overseas agents, is open to all firms manufacturing non-competitive lines. British firms interested in this scheme are invited to write to the Managing Director, Exatol Ltd., 519 Holyhead Road, Coventry.

Feilden Committee Recommendations to Improve Engineering Design

'ENGINEERING DESIGN', the report of the committee on mechanical engineering design, was published on July 16.

The committee, under the chairmanship of Mr. G. B. R. Feilden, Group Technical Director of Davy-Ashmore Ltd., was set up by the Council for Scientific and Industrial Research last May. It was to look into the present standing of mechanical engineering design in the United Kingdom and abroad and to recommend any changes likely to result in better British products, giving particular attention to the education and training of designers. For the committee, engineering design meant the use of scientific and technical principles as well as imagination in producing an economic and efficient solution to the user's needs; they were not primarily concerned with styling or appearance.

In its report the committee, while acknowledging that British engineering design is generally good and in some fields outstanding, stresses that changes and improvements must be made if we are to maintain our present position and makes recommendations to that effect.

The recommendations of the committee have four main aims: to bring home to management the vital importance of design in the success of any engineering business; to improve the status of engineering, and particularly of design, as a profession; to improve the education and training of engineers and designers; and to ensure that professional institutions, public authorities and Government play their part in encouraging good engineering design.

The detailed recommendations of the committee are summarized below.

The importance of design and the status of designers

The committee urges meetings and conferences to impress upon senior management the importance of design and the designer, and the use of educational broadcasts and television to stimulate the interest of young people and their parents in engineering as a profession, and to attract more of the brightest into it.

The influence of Professional Institutions

These bodies could do more to enhance the status of designers within the engineering professions by giving more credit for design achievements and making some design experience necessary for membership.

Education and training of professional engineers and draughtsmen

On education, the committee calls attention to faulty social attitudes in these words: 'At the root of this problem lie the social attitudes of the citizens of this country which are in marked contrast to the attitudes of citizens of other industrially advanced countries; in British eyes other professions such as medicine, the law, university teaching and scientific research have a higher social prestige than engineering and indeed on available information are more lucrative'. They go on to emphasize the need for close integration between practical industrial experience and academic training, and believe that the 'sandwich' type of course is the best for training both engineering designers and drawing office technicians. The committee recommends a new look at teaching methods, more emphasis on industrial training in univesity courses for engineering students and in selecting academic staff, and setting up, at suitable universities and colleges, institutes for advanced studies in particular fields of design in close association with industry.

Improved draughting methods

To increase the productivity of designers by eliminating repetitive detail work, the committee calls for more research into ways of mechanizing routine draughting procedures.

Development contracts

Both military and civil development contracts placed by Government should, in the opinion of the committee, have the encouragement and development of high quality design teams in industry as one of their main objectives.

Government purchasing

In purchasing engineering products, Government should always opt for the most economical bargain over the designed life rather than the lowest first cost.

Data sheets

The committee recommends that the appropriate professional institutions, actively supported by DSIR, should publish design manuals or data sheets.

British Standards Institution

The BSI should ensure that British Standards always encourage good engineering design.

Licences

Trade in licence agreements between British and foreign firms is growing, but no information is at present available upon which our net position can be assessed. The committee urges that, if possible, this important economic information should be collected.

Membership of the Committee is as follows:

Chairman: G. B. R. Feilden, M.A., M.I.Mech.E., F.R.S., Group Technical Director, Davy-Ashmore Ltd., Member of the Council for Scientific and Industrial Research.

S. H. Grylls, M.A., M.I.Mech.E., M.S.I.A., M.S.A.E., Director and Chief Engineer, Rolls-Royce Ltd., Motor Car Division.

M. C. de Malherbe, Ph.D., D.I.C., A.M.I.Mech.E., Senior Lecturer, Department of Mechanical Engineering, Imperial College of Science and Technology, University of London.

Professor O. A. Saunders, M.A., D.Sc.(Eng.), M.I.Mech.E., F.Inst.F., F.R.Ae.S., F.R.S., Past President of the Institution of Mechanical Engineers, Member of the Council for Scientific and Industrial Research.

Secretary: The Honourable Penelope K. Piercy, M.A., Head of Economics Section DSIR.

In addition, B. K. Blount, C.B., M.A., B.Sc., D.Phil.Nat.-F.R.I.C., Deputy Secretary of the DSIR, and F. D. Penny, B.Sc., M.I.Mech.E., Deputy Director, National Engineering Labora, tory, DSIR, attended meetings of the Committee and acted as members.

'*Engineering Design*', *published by H.M. Stationery Office, price* 4*s.*, (*By post* 4*s.* 3*d.*)

The Protection of Depositors (Accounts) Regulations

THE BOARD OF TRADE announce that Regulations to be made under the Protection of Depositors Act 1963 as to the form and content of accounts to be delivered under that Act to the Registrar of Companies and the Board of Trade were laid in draft before Parliament on July 11.

The Regulations will, if approved by Parliament, apply, subject to certain exceptions and modifications, the principal accounting provisions of the Companies Act 1948 to accounts to be delivered under the Protection of Depositors Act by companies which advertise for deposits from the public. They will also require information additional to that required by the Companies Act on matters such as indebtedness to depositors and amounts receivable under instalment credit agreements. If a substantial part of a company's business consists of activities relating to property, the Regulations will also require additional information about the company's assets in the form of property and its income derived from property. The Regulations will require from directors of a company certain statements concerning the nature of their company's business and the realizable value of current assets shown in the balance sheet; and they will provide for the matters to be dealt with in the auditors' report.

Copies of the Draft Regulation are obtainable from H.M. Stationery Office. Price 1s. 3d., by post 1s. 6d.

Note:

The Regulations if approved by Parliament, will be made under Section 13 of the Protection of Depositors Act 1963.

Jute Goods Import Policy

AT THE REQUEST of Mr. Alan Green, Minister of State, Board of Trade, representatives of the Association of Jute Spinners and Manufacturers and the Union of Jute, Flax and Kindred Operatives and the Power and Tenters Union met him at the Board of Trade on July 9 for confidential discussion of a number of matters relating to Government policy with regard to imports of jute goods from abroad. It was agreed that the industry and the unions would consider these matters more fully, and that the Minister would go to Dundee on July 18 for further discussions.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by August 2, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	1-Fluoronaphthalene	1-Fluoronaphthalene	December 31, 1963	2266
29.02	2-Fluoronaphthalene	2-Fluoronaphthalene	December 31, 1963	2265
29.14	17α-Hydroxypregn-4-ene-3 : 20-dione *n*-heptoate	17α-Hydroxypregn-4-ene-3 : 20-dione *n*-heptoate	December 31, 1963	2814
29.22	*m*-Bromoaniline	*m*-Bromoaniline	December 31, 1963	1001
29.22	*o*-Bromoaniline	*o*-Bromoaniline	December 31, 1963	1002
29.23	*p*-Aminobenzaldehyde	Para-Aminobenzaldehyde	December 31, 1963	1909
29.36	*p*-Acetylbenzenesulphonamide	*p*-Acetylbenzene Sulphonamide	December 31, 1963	5736
29.39	Oestradiol - 17β di-*n*-undecoate.	Oestradiol - 17β di-*n*-undecoate.	December 31, 1963	2811
29.39	Testosterone β-cyclohexylpropionate.	Testosterone β-cyclohexylpropionate.	December 31, 1963	2813
29.44	Demethylchlortetracycline hydrochloride.	6 - Norchlortetracycline hydrochloride.	December 31, 1963	T/2831/G
30.03	Preparations consisting of not less than 0·14% by weight of 3-cyclopentyloxyoestra - 1 : 3 : 5 (10)-triene- 16α 17β-diol dissolved in fixed vegetable oil.	A solution of 3-cyclopentyloxyoestra - 1 : 3 : 5 (10)-triene-16α 17β diol in sesame oil (concentration of solution 136 mg. per 100 ml.).	December 31, 1963	6183
30.03	Preparations in the form of tablets containing not less than 4% by weight of 1-(3 : 5 - dihydroxyphenyl) - 2 - *iso*propylaminoethanol sulphate.	Alupent 20 mg. tablets: 1 - (3, 5 - dihydroxyphenyl) - 2 - isopropylamino-ethanol sulphate.	November 5, 1963	6223
39.01	Polyurethane resins containing not less than 2% by weight and not more than 4% by weight of unreacted *iso*cyanate groups calculated as —NCO.	As in previous column	December 31, 1963	11118/62
90.17	Ampoule injector consisting of a glass reservoir connected to a flexible plastic tube in which is inserted a hypodermic needle protected by a removable plastic sheath, of a total length not exceeding 10 centimetres.	Ampin	December 31, 1963	7294
97.04	Parts of bowling pin bases, being rings of artificial plastic material of the of the following descriptions: (a) Flanged and toothed rings, having an overall diameter of not more than 2⅛ inches and not less than 2⅛ inches, an inner diameter of not more than 2 inches and not less than 1⅞ inches and an overall depth of not more than 1 inch and not less than ⅞ inch. (b) Flat rings having an outer diameter of not more than 2⅛ inches and not less than 2⅛ inches, an inner diameter of not more than 2 inches and not less than 1⅞ inches and a depth of not more than ⅛ inch and not less than 1/16 inch.	Bowling pin bases	December 31, 1963	7291

Young Children's Gloves Exempt from Purchase Tax

H.M. CUSTOMS AND EXCISE announced on July 12 that the Treasury had made an Order under Section 2 of the Purchase Tax Act 1963 entitled The Purchase Tax (No. 1) Order 1963. The Order provides for the exemption of:

'Gloves suitable only for young children's wear.'

and replaces the exemption for babies' gloves.

The exemption applies to gloves and mitts of the following descriptions and measurements:

'Children's gloves and mitts, lined or unlined, made wholly from, or from any combination of, the following:

(i) leather (including woolled sheep or lamb skin) and rabbit skin;

(ii) any yarn except crimped or other stretch yarn;

(iii) any fabric except fabric made from crimped or other stretch yarn.

Maximum measurements. The measurements should be taken flat as the articles are normally presented for sale, but excluding the depth of any protruding pile.

1. GLOVES: (a) Full width of glove measured horizontally across the palm at the base of the fourth (i.e. 'little') finger .....not exceeding 3½in.

   (b) Length measured from the tip of the first (i.e. index) finger to the top of the fold formed where the thumb opening joins the palm.....not exceeding 4in.

2. MITTS: (a) Full width of mitt measured horizontally across the palm on a line running through the top of the fold formed where the thumb opening joins the palm .....not exceeding 3½in.

   (b) Length from the tip of the mitt on the palm side to the horizontal line defined above ..... .not exceeding 4½in.'

The exemption applies to children's gloves and mitts within the prescribed descriptions and measurements which are despatched on sale by a registered trader to an unregistered person or are appropriated to use, to retail trading or to similar purposes by a registered trader on or after July 15, 1963, and to imported goods entered with the Customs or delivered from bonded warehouse for home use on or after that date. Copies of the Order are obtainable from H.M. Stationery Office, York House, Kingsway, London, W.C.2, and branches, or through any bookseller.

Protecting Workers Against Noise in Industry

ADVICE TO EMPLOYERS about some of the ways in which they can reduce or minimize the harmful effects of noise in industry is given in a new booklet 'Noise and the Worker'* published by the Ministry of Labour.

'Noise is not a new problem in industry,' it states, 'but for a long time it has tended to be accepted, both by management and workers, simply as a part of the job. This is still the attitude in many factories either because the harmful effects of noise are not appreciated or because it is thought nothing can be done about them.'

The issue of this booklet fulfils the Ministry's acceptance of recommendations dealing with noise in industry made by the Committee on the Problem of Noise in their report published on July 2. (Cmnd. No. 2056 H.M.S.O. price 13s. net).

In addition, a leaflet is being prepared by the Ministry for distribution to factory occupiers through H.M. Factory Inspectorate. Both the booklet and the leaflet advise employers who wish to obtain information about this problem, or to institute a hearing conservation programme to consult H.M. Factory Inspectorate about specialist organizations which could help.

* Safety, Health and Welfare, new series No. 25: Prepared by the Ministry of Labour and the Central Office of Information: H.M. Stationery Office or through any bookseller, price 1s. 3d. net.

Production of Man-made Fibres

PRODUCTION OF man-made fibres in May was 12 per cent more than in May 1962. Within the total, output of continuous filament yarn was 11 per cent more, and output of staple fibre 13 per cent more.

Production

(Million lb. 'delivered by weight' basis)

	Continuous Filament Yarn (Singles)	Staple Fibre	Total
1959 (Quarterly average)	58·9	69·8	128·7
1960 (Quarterly average)	67·2	80·8	148·0
1961 (Quarterly average)	65·5	76·4	141·9
1962 (Quarterly average)	72·7	84·1	156·8
1962 1st Quarter	67·8	78·9	146·7
2nd Quarter	73·4	83·6	157·1
3rd Quarter	71·0	79·1	150·1
4th Quarter	78·7	94·7	173·3
1963 1st Quarter	76·7	95·3	172·0
1962 March	22·7	27·5	50·2
April	22·7	23·8	46·6
May	25·9	29·2	55·1
1963 March	27·0	33·4	60·5
April	26·1	31·5	57·6
May	28·8	33·2	62·0

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Trailers for March 1963.
Electric Lamps for April 1963.
Tools and Implements for April 1963.
Watches and Clocks, etc., for April 1963.
Gramophone Records for May 1963.
Home Grown Timber for May 1963.

Quarterly at 7s. 6d. a year, post free:

Brushes and Brooms for January-March 1963.
Toys, Games and Sports Equipment for February-April 1963.

Dust Explosions in Factories

A starch dust explosion killed 18 people and injured 11 others in a factory were dextrin was manufactured, according to a new booklet, *Dust Explosions in Factories*, issued by the Ministry of Labour in the Safety, Health and Welfare Series (No. 22). The booklet provides a broad outline of safety measures which will assist factory occupiers and others concerned to recognize and assess the explosive hazards of dust clouds and to take the necessary precautions. H.M. Stationery Office, Price 4s.

Caravans for Export

Caravans in various stages of flow production at the new factory of Fairview Caravans Ltd., at Harwich. The firm, who recently moved from Romford, Essex, plan to nearly double production by next year to between 80 and 100 residential and touring caravans per week, and to increase exports to the Common Market and Scandinavian countries. Last year they exported about ten per cent of their production of touring caravans, worth £50,000.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

British Film Quota Returns 1962

Paragraph (1) of the second column of British Film Quota Returns 1962 (see *Board of Trade Journal*, July 12, page 91) should read:

> The average proportion of British films exhibited at all cinemas for first feature and for the supporting programme, was again well above that prescribed. The proportion for first features – 36·6 per cent – was slightly below the previous year's level of 38·2 per cent. The figures for supporting programme however showed little change – 44·1 per cent against 44·2 per cent

and not as previously stated.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, July 12, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Springtime In Portugal	Columbia Pictures Corporation Ltd.	Carrickford Productions Ltd.	Br/E 28677	16	July 8
Look At Life Series 18:					
Glamour Gets a Passport	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28678	10	July 8
They Learn As They See	" "	" "	Pr/E 28679	9	July 8
Money Sings	United Artists Corporation Ltd.	Harold Baim Film Productions (London) Ltd.	Br/E 28681	24	July 9
Pathe News 63-55	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28546	9	July 12
Pathe News 63-56	" "	" "	Br/E 28547	11	July 12
Movietone News 1778A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28493	7	July 12
Movietone News 1779	" "	" "	Br/E 28494	8	July 12
FOREIGN					
The Purple Hills	Twentieth Century Fox Film Co. Ltd.	Associated Producers Inc.	F 28673	60	July 8
Yellowstone Cubs	Walt Disney Productions Ltd.	Walt Disney Productions	F 28674	47	July 8
Savage Sam	" "	" "	F 28675	104	July 8
Icarus Montgolfier Wright	United Artists Corporation Ltd.	Format Films Inc.	F 28676	18	July 8
The General	British Lion Films Ltd.	Buster Keaton Productions Inc.	F 28680	78	July 9
Flipper	Metro-Goldwyn-Mayer Pictures Ltd.	Ivan Tors Films Inc.	F 28682	90	July 12

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE						CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components					Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings			Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices						at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958		series shown in £ million			
Value in base year, £m.	20,030	—	16,029	15,271	15,271	9,095	3,493	922	699	591	1,205					
1958	100	100	100	100	100	91	100	100	100	100	100		+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109		+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114		+592	+520	+48	+37
1961	111	114	121	115	110	100	128	130	132	136	122		+297	+230	+36	+ 4
1962	111	115	126	120	112	101	126	115	124	139	127		+ 96	+ 42	— 4	+40
1961																
3rd Quarter	112	115	122	116	110	100	132	134	136	139	126		+ 36	+ 46	—13	— 8
4th Quarter	111	113	123	116	110	100	127	130	129	139	118		+ 37	+ 45	— 5	— 7
1962																
1st Quarter	109	113	124	117	110	100	126	124	121	135	127		— 4	— 4	—10	+13
2nd Quarter	112	116	125	121	112	100	127	119	127	141	127		+ 48	+ 35	— 6	— 8
3rd Quarter	111	117	126	121	112	101	127	109	126	146	126		+ 50	+ 18	+13	+10
4th Quarter	110	114	128	122	113	101	124	108	121	134	129		+ 2	— 7	— 1	+25
1963																
1st Quarter		112		121	112	101		99	120				— 19	+ 56	—15	— 3
1962																
November	..	115	..	..	..	102	..	..	..	..	..		..	..	..	..
December	..	112	..	..	..	101	..	..	..	..	..		..	..	..	..
1963																
January	..	107	..	..	..	102	..	..	..	..	..		..	..	..	..
February	..	113	..	..	..	100	..	..	..	..	..		..	..	..	..
March	..	116	..	..	..	102	..	..	..	..	..		..	..	..	..
April	..	116*	..	..	..	101	..	..	..	..	..		..	..	..	..
May						103										

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter	117*	100*	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 59*
2nd Quarter					104·2*	121·7*		504	—123	—58	147	+34	+33	126*	127*	
1962																
November	116	101	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	115	100	120·2	+2·6	102·9	121·0	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6	121·1	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February	118*	100*	121·7	+3·5	103·4	121·5	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	117*	100*	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	119*	101*	122·2	+2·1	104·0*	121·7*	140·5	553	— 75	—20	138	+16	+14	124	121	..
May		105*	122·1	+1·7	104·2*	121·7*	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June					104·5*	121·8*		454	— 52	—33	158	+12	+13	128*	130*	

† NOT seasonally adjusted. * Provisional.

Sales from Mobile Shops

SOME 11,700 mobile shops (4,900 of them selling groceries) were reported in the Census of Distribution for 1961, with sales amounting to £93m. Nearly a quarter of this turnover was concentrated in Scotland (compared with a tenth of all retail sales). Co-operative societies accounted for 39 per cent of sales through mobile food shops, against 16 per cent in ordinary food shops.

The 1961 Census of Distribution required all traders operating mobile shops to indicate this, and to give separate sales figures for them where records were available. The figures in the tables below include estimates of turnover for mobile shops belonging to firms who could not distinguish sales in them from sales in their fixed shops, but no estimate was made of sales in mobile shops belonging to independent retailers who failed to make a census return. In addition to mobile shops belonging to retailers enumerated at fixed establishments, lists of traders selling only from mobile shops were obtained from local authorities.

The distinction between what are generally regarded as mobile shops and other forms of itinerant retailing is not always straightforward, and often a vehicle may be used both as a mobile shop and as a delivery van engaged in the delivery of previously ordered goods. The following have not been regarded as mobile shops: vans selling ice cream, bread and milk roundsmen's vans and floats, credit traders calling on customers. Except for the ironmongery and hardware kind of business, where the mobile shops reported are largely engaged in selling paraffin, the number of mobile shops outside the food trades is negligible.

Mobile shops were reported in four food kinds of business: grocers, butchers, fishmongers, and greengrocers-fruiterers. They accounted for about 2½ per cent of total turnover in these trades, but for more than 5 per cent of turnover in the greengrocery and fruit trade alone. Less than 2 per cent of the turnover of ironmongery and hardware shops was sold through mobile shops.

Co-operative societies have gone in for mobile shops to a greater extent than other traders. In the four food kinds of business mentioned above, one in eight co-operative society establishments was a mobile shop, and they accounted for 6 per cent of co-operative society sales; only a half per cent of multiple retailers' turnover and 2½ per cent of independents' turnover in these kinds of business was taken in mobile shops.

The major part of the value of co-operative societies' sales through mobile shops, like those of other traders, consisted of groceries, but proportionately more of their trade was done through mobile shops in respect of meat, fruit and vegetables. In the butchers' kind of business, 13 per cent of co-operative society establishments were mobile shops, taking 9 per cent of sales, and the corresponding figures for greengrocers-fruiterers were 19 per cent of establishments and 13 per cent of sales.

Co-operative Society Retail Establishments, 1961

	All Co-operative Society Establishments		Mobile Shops	
	Number	Turnover	Number	Turnover
		£'000		£'000
Total	21,527	572,293	2,692	34,632
Grocers	13,915	488,771	1,595	26,301
Butchers	5,992	67,738	800	6,359
Fishmongers, poulterers	166	1,307	18	80
Greengrocers, fruiterers	1,454	14,477	279	1,892

At the time of the 1950 Census of Distribution, co-operative societies were the only organizations thought to be active enough in this method of trading to warrant being asked to distinguish mobile shops separately. The number then reported for them was 1,162 in total, with sales of £8·7m. concentrated then as now in the food trades. Since 1950, this method of trading has developed rapidly, and has been adopted on a substantial scale by independent retailers.

One of its attractions is its high productivity. Though sales per 'establishment' are not specially high, sales per person employed are generally higher than in ordinary shops, perhaps partly because for the most part mobile shops require only one person to run them; and partly because the trader can arrange his round so as to keep reasonably busy throughout, whereas in fixed establishments he is dependent on customers' shopping habits, often involving slack periods with under-employment of staff and rush periods which may require recruitment of part-time staff. These advantages probably remain even if account is taken of help given by other people in stocking the van, and doing the necessary accounting work.

Turnover per head in all mobile grocery shops in 1961 was

(*Continued on next page*)

CENSUS OF DISTRIBUTION FOR 1961

This is the third in a series of articles on certain aspects of the 1961 Census of Distribution. The preliminary results of the census were presented in the *Board of Trade Journal* of February 8, 1963. That article included a description of the method of taking the census, notes, and definitions of the terms used.

An article on manufacturers' direct sales to the public in 1961, based on an inquiry taken to supplement the results of the Census of Distribution, appeared in the *Board of Trade Journal* of February 15, and one on sales by mail order appeared on May 31.

Copies of these articles are available on application to the Census Office, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex. (Tel. Pinner 8771, Ext. 227.)

Publication of the Census Report

A change is to be made in the form of the final report on the census, publication of which will start later this year. As previously announced, it will contain area tables, establishment tables, and organization tables; but the area tables are now to be published in twelve separate parts, one for each of the standard regions of Great Britain, and one containing summarized figures for all regions and towns. This change is being made in order to avoid delaying the publication of any area information until all of it is available.

The census report as a whole will therefore now consist of fourteen parts, together with a supplement bringing together the material published in this series of articles in the *Board of Trade Journal*.

Table 1. Mobile Shops, 1961

	Number of Mobile Shops	Turnover in Mobile Shops	
		£'000	As a percentage of total sales in the kind of business
			%
ALL FOOD SHOPS (a) . . Total	11,009	89,438	2½
Shops belonging to:			
Co-operative societies	2,692	34,632	6
Multiple retailers (b)	430	4,506	½
Other retailers (a)	7,887	50,299	2½
Grocers . . Total	4,877	53,957	2½
Shops belonging to:			
Co-operative societies	1,595	26,301	5½
Multiple retailers (b)	312	3,711	½
Other retailers	2,970	23,945	2
Butchers . . Total	2,464	17,637	3
Shops belonging to:			
Co-operative societies	800	6,359	9½
Multiple retailers (b)	65	546	½
Other retailers	1,599	10,732	2½
Fishmongers, poulterers . . Total	393	1,436	2
Shops belonging to:			
Co-operative societies	18	80	6
Multiple retailers (b)	11	80	½
Other retailers	364	1,276	2
Greengrocers, fruiterers . . Total	3,275	16,408	5
Shops belonging to:			
Co-operative societies	279	1,892	13
Multiple retailers (b)	42	170	½
Other retailers	2,954	14,346	5
Domestic hardware, ironmongery shops (c) . . Total	654	3,459	2
Shops belonging to:			
Co-operative societies	20	181	4
Multiple retailers (b)	105	547	2½
Other retailers (c)	529	2,731	1½

(a) Includes 1,082 mobile shops for which separate returns were not made in the census, turnover being included in the turnover of the parent shop; turnover for these mobile shops, included above, is estimated at £6,536,000.
(b) With 5 or more branches.
(c) Includes 70 mobile shops for which separate returns were not made in the census, turnover being included in the turnover of the parent shop; turnover for these mobile shops, included above, is estimated at £406,000.

Retail Stocks in May

THE VALUE of retail stocks at the end of May was 3 per cent higher than a year earlier compared with increases of 5 per cent and 4 per cent in March and April respectively. Allowing for seasonal factors, however, the level of stocks showed no change on the levels recorded in March and April.

In volume terms, the increase on a year earlier was 2 per cent in May, compared with 3 per cent in March and 2 per cent in April.

Estimates of Changes in Total Retail Stocks

(At cost at end of month)

Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143							
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+3	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3							
(b) At constant (Dec. 1956) prices.												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132							
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	—1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2							

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Sales from Mobile Shops (*Continued*)

around £11,000, while in other grocery establishments it was about £5,000 (part-time workers being accounted as equivalent to half full-time). Corresponding figures in other kinds of business are butchers about £7,000 and £4,500; and greengrocers, fruiterers about £5,000 and £3,300. The advantage appeared at its greatest extent in the case of co-operative societies' mobile grocery shops, which had a turnover per person engaged around £15,000, while in other co-operative grocery establishments it was only about £5,800.

Regional Distribution

This is shown in Table 2. Total figures for retail trade in each region are not yet available for purposes of comparison, but a fairly good idea of the relative importance of mobile shop trading can be obtained by making comparison with previous census figures, or with population figures.

Mobile shops are commonest in the areas furthest away from the capital. Their proportionate importance is greatest in Scotland, followed by the three northern regions of England (or broadly speaking, the area north of a line from the Mersey to the Humber). Then comes Wales, followed by the rest of England.

Table 2. Regional Distribution of Mobile Shops, 1961
Grocery and other food shops

Standard Regions	Number of Mobile Food Shops	Turnover (a)
		£'000
Total – Great Britain	11,009	89,438
Northern	1,548	14,387
East and West Ridings	1,184	8,700
North Midland	1,098	8,387
Eastern	714	5,396
London and South Eastern:		
Greater London	266	1,477
Remainder	308	2,096
Southern	414	3,604
South Western	874	6,480
Wales (including Monmouthshire)	556	3,761
Midland	728	5,973
North Western	1,029	8,504
Scotland	2,290	20,673

(a) Includes estimates for mobile shops for which separate turnover figures were not returned.

Sales by Wholesale Textile Houses in May

SALES by wholesale textile houses in May were 2 per cent lower than a year earlier, compared with an increase of 3 per cent in April and a decrease of 3 per cent in the first quarter of 1963.

The value of stocks held by wholesale textile houses was 1 per cent higher than a year earlier.

Note:

These statistics are prepared by the Wholesale Textile Association. Inquiries should be addressed to: The Secretary, The Wholesale Textile Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total Sales and Stocks

Index Numbers (average 1950 = 100) and Percentage Changes Compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1961 Year	107	+1	..	..
1962 Year	105	—2	..	..
1962 1st Quarter	94	—7	139	+3
2nd Quarter	98	—2	127	—2
3rd Quarter	100	—2	140	—4
4th Quarter	129	+3	113	—2
1963 1st Quarter	92	—3	139	Nil
1962 October	146	+2	129	—3
November	131	+2	127	—1
December	110	+7	113	—2
1963 January	70	Nil	119	—1
February	85	—6	136	—1
March	120	—2	139	Nil
April	101	+3	131	—1
May	105	—2	131	+1

Analysis by Department

Percentage of Corresponding Values for 1962.

	Sales (b)		Stocks (b)
	May	Jan.-May	At end of May
Women's knitted outerwear, blouses and skirts	98·6	99·2	99·0
Women's coats, costumes, furs and raincoats	95·3	91·7	88·3
Women's underwear	92·1	100·7	110·7
Women's hose and children's socks	91·5	97·7	80·0
Women's millinery	86·8	92·3	107·1
Haberdashery, ribbons and wool	93·7	103·8	117·3
Children's wear	100·5	97·0	109·5
Men's and boys' shirts, pyjamas and outfitting	110·8	103·2	109·5
Gloves	97·7	94·5	107·8
Piece-goods and nets	100·9	90·5	103·3
Household textiles	96·1	99·3	105·7
Floor-coverings; furniture and hardware	101·6	101·6	105·7
Grand total (a)	97·6	98·4	101·3

Notes:
(a) Including some items not included among the sub-headings.
(b) Valued at cost.

(*Continued on next page*)

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	28 June 1963
Board of Trade Departments	3 Aug. 1962
Board of Trade, Regional Organization	31 May 1963
E.C.G.D. Local Offices	24 May 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	24 May 1963
U.S. Consular Offices in the U.K.	21 July 1961

Orders in the Textile and Clothing Industries

THE VOLUME of orders-on-hand at the end of May 1963 in the textile and clothing industries considered as a group was 4 per cent more than at the end of April. Compared with a year earlier, deliveries in May were 1 per cent more and the rate of receipt of net new orders 6 per cent more.

Textile and Clothing Industries (a)
Index Numbers of the Volume of Total Orders and Deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	99	92	93
1962 1st quarter	98	91	96
2nd quarter	99	90	91
3rd quarter	92	83	89
4th quarter	100	103	97
1963 1st quarter*	100	96	95
1962 March	98	95	101
April	98	87	89
May	100	99	92
1963 March*	100	104	103
April*	101	91	90
May*	105	105	94

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Output of the Wool Textile Industry

THE VOLUME of production in the wool textile industry in May was 2 per cent more than in the corresponding month last year.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops was 7 per cent more and deliveries of worsted yarn were 5 per cent more than in May 1962. Deliveries of woven fabrics (excluding blankets) were 3 per cent less.

Output of the Wool Textile Industry

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1962 1st quarter	121·5	80·9	75·0	60·7	40·9	43·5	8·1
2nd quarter	113·2	73·1	76·0	56·1	42·9	36·0	6·6
3rd quarter	97·4	63·9	66·0	52·4	44·4	33·0	8·1
4th quarter	116·3	76·9	73·0	60·1	47·5	39·7	10·0
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·2
1962 March	41·4	28·0	..	20·2	13·2	14·4	2·5
April	35·8	22·9	..	17·6	11·6	11·0	2·0
May	42·3	27·9	..	21·2	16·4	14·0	2·3
1963 March	40·9	27·2	..	20·2	12·6	13·0	2·7
April	38·6	26·0	..	18·8	12·1	11·2	2·6
May	44·4	29·8	..	22·3	15·9	13·6	2·5

(a) Including hair. (b) Estimated. (c) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the Cotton Industry

THE VOLUME of production in the cotton industry in May was at about the same level as in May 1962.

Statistics issued by the Cotton Board show that, compared with May last year, output of single yarn was much the same; the amount of yarn doubled was 15 per cent more but the yardage of cloth woven was 5 per cent less.

Yarn and Cloth Production
(All figures are weekly averages)

	Single yarn (a)		Double yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1962 January	9·98	2·39	2·60	1·54	22·0	11·9
February	10·40	2·48	2·81	1·60	22·8	12·2
March	10·32	2·55	2·80	1·68	22·3	12·2
April	8·96	2·25	2·46	1·47	20·3	10·8
May*	10·28	2·56	2·71	1·67	22·3	11·7
June	8·87	2·19	2·43	1·54	20·7	10·7
July	7·56	1·76	2·18	1·63	13·7	8·2
August*	8·46	2·07	2·01	1·40	18·8	9·2
September	9·28	2·21	2·42	1·76	19·0	10·7
October*	10·13	2·47	2·62	1·81	20·3	11·4
November	10·34	2·49	2·69	1·90	20·7	11·5
December	8·73	2·15	2·28	1·69	17·8	9·9
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·94	2·57	2·68	2·10	20·4	11·8
April	8·96	2·30	2·48	1·99	19·0	10·8
May*	10·21	2·63	2·76	2·31	20·9	11·4

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

TV Tubes for Japan

Part of a consignment of image orthicon television camera tubes leaving London Airport for overseas customers. Nearly one hundred of these tubes, manufactured by the English Electric Valve Company Ltd., Chelmsford, have been ordered through their local representatives, Cornes and Co. Ltd., for operation in Japan.

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Parliamentary Answers

Wednesday July 10

Financial Assistance towards Missions to and from Europe and the Commonwealth

Mr. Frederick Erroll, President of the Board of Trade, was asked how many missions to and from countries in Europe were assisted by payment by H.M. Government towards their expenses, during the financial year 1962-63; and how many missions from the Commonwealth received such assistance during the same period. In reply the President said that during the year 1962-63 no financial assistance was given by the Board of Trade towards trade missions to Europe or to the Commonwealth. Financial assistance was given to four trade missions from Europe and one from the Commonwealth. Grant-aided bodies had also incurred expenditure in connection with trade missions.

Local Employment Act Applications

Asked how many applications for grants were received under Part I, Section 3, of the Local Employment Act 1960 in the period April 4 to July 3, inclusive, and in each of the years 1960, 1961, 1962 and 1963; and how many applications were approved in each of these periods, the President said that the following Table showed the number of applications received for grants under Section 3 of the Local Employment Act 1960 and the offers made in each of the periods in question:

Period	Applications received	Offers made
April 4 – July 3, 1963	181	None
1960 (1.4.60 – 31.12.60)	89	13
1961	64	42
1962	69	24
1963 (1.1.63 – 3.7.63)	227	14

The figures for applications received include those which were subsequently withdrawn.

Thursday July 11

Establishment of Factories in Scotland to Supply the Motor Industry

Asked what was the estimated number of jobs likely to be created in industries in Scotland supplying components to the British Motor Corporation at Bathgate; and what steps were being taken under the terms of the Local Employment Act to encourage this development, the President said: 'There are now fourteen firms known to the Board of Trade who have established, or intend to establish factories in Scotland, from which to supply the motor industry, including BMC. These projects are expected to provide some 1,300 new jobs. I shall continue to use my powers under the Local Employment Act, to encourage further developments of this kind. My Office for Scotland is already dealing with a further seven inquiries.'

Tuesday July 16

Staggered Holidays White Paper

Asked what action was being taken to ease the social and economic pressures that at present result from the concentrated holiday season, the President replied: 'I shall be laying a White Paper on this subject before the House shortly, and it will be published on July 24.'

Consumer Council Appointment

Asked if he would announce the name of the final member of the Consumer Council, the President said: 'I am pleased to be able to tell the House that Mrs. Cecil Calvert has accepted my invitation to become a member of the Consumer Council.'

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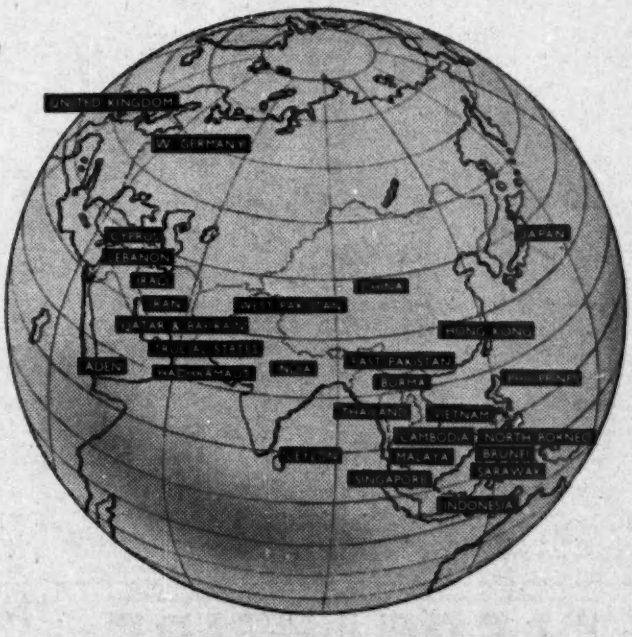

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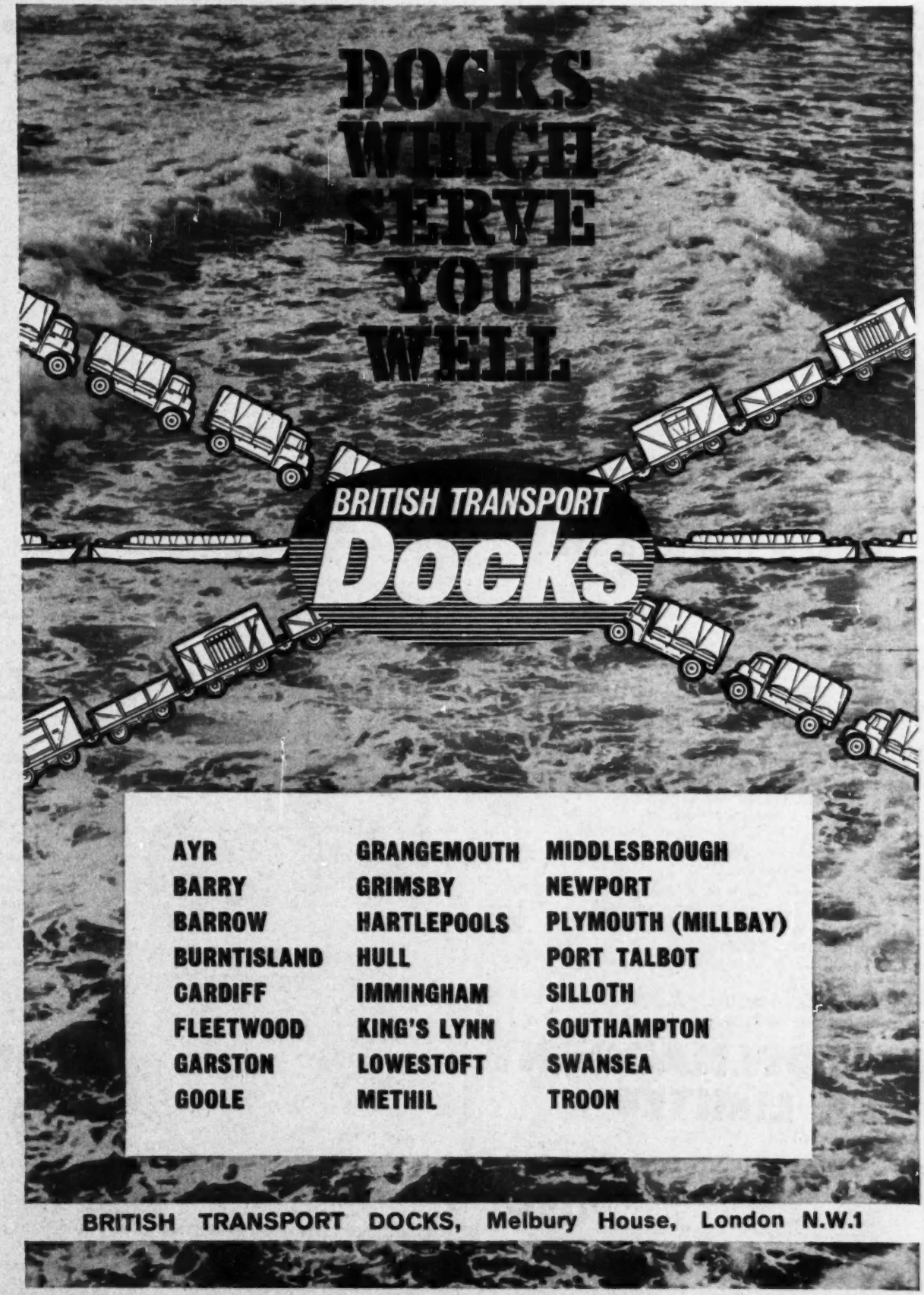
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CATALOGUES MAY BE OBTAINED FROM THE 17th JULY ONWARDS FROM THE AUCTIONEERS OFFICES, DEPARTMENT 43, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 Lines).

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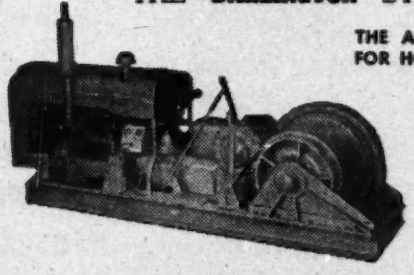

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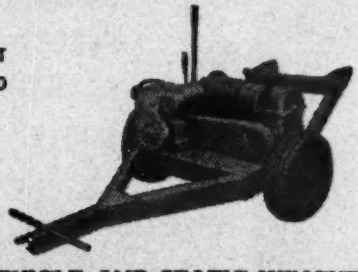

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Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
July 26	T.2 hangar 138 ft. by 122 ft., 43 sectional buildings including steel framed, Seco, timber and Nissen huts, a Blister hangar frame, air conditioning and filtration plant, miscellaneous stores and equip-	Royal Air Force Station, St. Eval, Newquay, Cornwall.	Tremain, May & Trevail, St. Columb, Cornwall. (Tel. St. Columb 232).
Aug. 28	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include M.T. engines and spares including gearboxes and axles, plant spares, caterpillar spares, parachute canopies, packing cases, fire extinguishers, radio and radio spares, electron tubes, aero engine and aircraft spares and tyres, cable and general stores.

Sept. 12	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
Oct. 9	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Oct. 17	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Tender Sales

Tenders are invited for the purchase, recovery and removal of approximately 56,000 yards of underground cable at Chilbolton, near Andover, Hants. Apply within seven days of the date of this notice to Air Ministry (C19a), London, W.C.1, for Tender form.

War Office

1963	Stores	Location	Auctioneers
July 25-26	Plant, engineering and electrical stores, wireless and telephone spares including:	Technical Stores Sub-Depot, Wem, Salop.	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).

Fifteen O'Keefe Merit power units 10 kW. 125/250V., trailer mounted; 14 Lister generator sets 22/24 kW. 110V.; five Watson/G.E.C. generator sets 5 kVA. 230V.; four Coventry Climax fork lift trucks; 38 Fowler generator sets 4½ kW. petrol engined; 75 diesel and petrol industrial engines; large quantity of industrial engine spares including Dennis, Fowler, J.A.P., Lister, Morris, Mawdsley, Paxman, Perkins and Rushton Hornsby; pneumatic hose; Holman pneumatic picks and hammer drills; water pumps; armoured and canvas water hose; 230 Mono pumps; flexible drives; battery chargers 100/250V.; charging switchboards; charging sets; low tension electric cable; power leads; Uniradio cable; filament bulbs; B.T.H. air blowers; telephone bell sets; alarm bells; radar equipment; 274 reception sets AR88 and R220; receivers headgear; installation and conversion kits; web satchels; magnets; Danarm portable saws; drum barrows; 18 ft. telegraph poles; field telegraph ladders; jointers' trailer cart; lead acid batteries; pipe grooving and cutting tools; cable jacks; wooden pickets; copper earth mats; 2,750 folding wire cutters; Acrow props; semi-rotary gasoline pumps; machine augers; leather in bends; paint spraying plants; 900 binoculars; scout telescopes; prismatic, marching and wrist compasses; Cooke, Troughton & Sims theodolite; 50 Watts telescopic levels; tripods; tank periscopes; wrist, pocket and stop watches; drawing instruments; measuring tapes; hand torches, etc.

Aug. 2	Machine tools and miscellaneous stores	Returned Stores Group, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).
Aug. 13	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025).
Aug. 20	Machine tools and miscellaneous stores	W.D. Storage Depot, Royal Arsenal, Woolwich, London.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyd's Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

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With quality products to offer and her lack of raw materials, Denmark depends a lot on foreign trade, and her *per-capita* exports are among the highest in the world. Britain took 25% of these exports in 1961 and in return Denmark bought 18% of her imports from Britain. Among these was steel from The Steel Company of Wales.

"The City of Steel," the great steelworks at Port Talbot, sold steel overseas to the value of £35 million in 1962 and this accounted for 45% of Britain's sheet steel and 75% of her tinplate exports. These figures were achieved in the face of heavy competition.

The Danish Seaman's Memorial by Nyhavn, the old port district of Copenhagen ▶

PROGRAMME REHEARSAL in a TV studio of Danmarks Radio. Monitoring equipment for Danish TV (and many of Denmark's 1,000,000 TV sets) contain frame output transformers made by Skandinavisk Transformer A/S with special electrical steel made by the Newport Division of The Steel Company of Wales.

BREWER'S MAN. The Carlsberg van-driver earns good commission as a salesman; but all profits of the famous Carlsberg Brewery now go to support the arts and science. Multitudes of Carlsberg bottles are capped with Welsh tinplate; in fact, of the 4,000 tons of tinplate used each year for crown corks in Denmark, 2,500 come from The Steel Company of Wales.

HOT-DOGS may not be a Danish invention, but good Danish sausages are a popular street snack. There is sheet steel from The Steel Company of Wales in Copenhagen's many hot-dog stands; while Denmark's important meat-canning industry uses the Company's tinplate *via* the big can manufacturers, A/S Haustrups Fabriker and A/S Glud & Marstrands Fabriker.

FRIENDLY MACHINE. "*Mange tak!*" (Thank you) says this nocturnal vending machine as the krone drops—and then it starts a discreet sales conversation. A/S Wittenborgs Automatfabriker build these companionable machines largely with sheet steel from The Steel Company of Wales: Wittenborg machines are selling well in Britain, too. ▶

Steel for the World from Wales

THE STEEL COMPANY OF WALES LIMITED

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Outside Europe	July 5	Oct. 4
Europe	June 7	Sept. 6
United Kingdom	May 3	Aug. 2

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

• indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Additions to Classified Lists

THE fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on July 5, June 7 and May 3 respectively.

OUTSIDE EUROPE

Addition:

TORONTO : CANADIAN HARDWARE SHOW—February 10-13, 1964.
At the Coliseum, Exhibition Park.
• Apply, Canadian Retail Hardware Association, 290 Merton Street, Toronto 7, Ontario.

OSAKA : 6TH INTERNATIONAL TRADE FAIR – April 9-29, 1964.
† Apply, Osaka International Trade Fair, Honmachibashi, Higashi-Ku, Osaka, Japan.

EUROPE

Addition:

MILAN : 14TH INTERNATIONAL TRADE EXHIBITION FOR CLOTHING AND FURNISHING FABRICS (MITAM)—November 12-17, 1963.
• Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel: Hunter 4100).

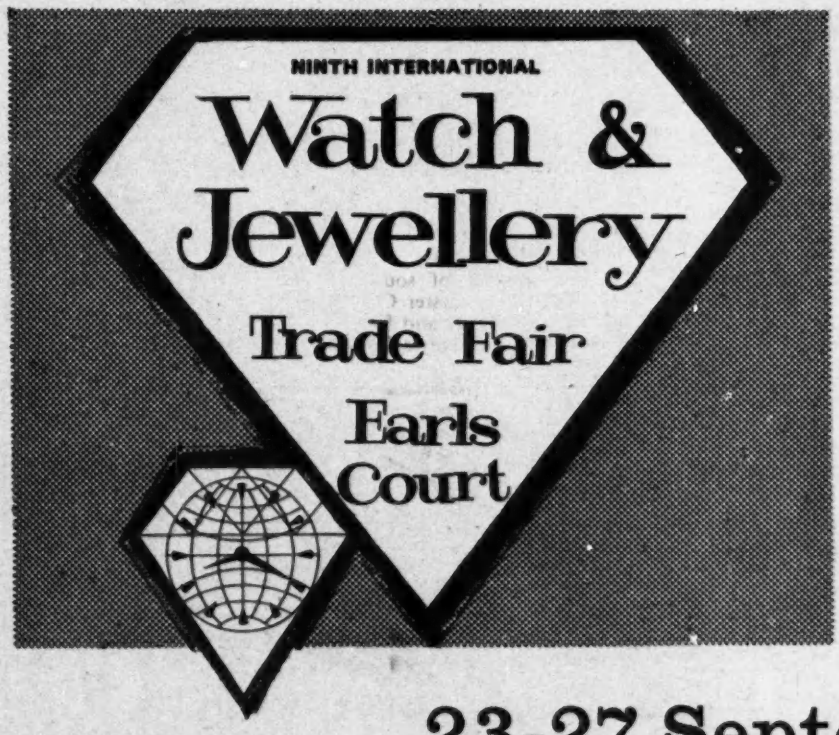
UNITED KINGDOM

Additions:

LONDON : THE INTERNATIONAL AUDIO FESTIVAL AND FAIR—April 2-5, 1964.
At Hotel Russell, W.1.
• Apply, C. Rex Hassan and Associates, 42 Manchester Street, London, W.1. (Tel: Hunter 2080).

LONDON : WORLD BOOK FAIR—June 10-20, 1964.
At Earls Court.
• Apply, Industrial Presentation Ltd., The Tower, 229-243 Shepherd's Bush Road, London, W.6. (Tel: Riverside 3071).

STONELEIGH ABBEY (KENILWORTH): ROYAL SHOW—July 7-10, 1964.
• Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Belgravia 5323).



Now in its ninth year, the International Watch and Jewellery Trade Fair is firmly established as one of the most important buying events of the year and is supported by leading manufacturers in every branch of the trade. Providing the ideal means of increasing business, the Fair enables you to meet more existing and potential customers in a few days than you would normally meet in many months of travel. Devoted exclusively to watches, clocks, precious and costume jewellery, cutlery, plate, silverware, fine glass, ceramics, luxury gifts and accessories, the Fair attracts an ever-increasing attendance each year and is supported by one of the largest publicity campaigns ever staged for an exhibition of this type.

Sponsored by
the National Association of Goldsmiths,
in association with
Watchmaker, Jeweller & Silversmith and
International Jewellery & Gifts
Organised by
Trade Fairs and Promotions Ltd.

23-27 September 1963

For further details, please write to: The Administrative Office, International Watch & Jewellery Trade Fair, Trade Fairs and Promotions Limited, Commonwealth House, 1-19 New Oxford Street, London, W.C.1. *Telephone: CHAncery 9011*

Mr. Frederick Erroll At IPEX '63

SPEAKING at the XIth International Printing Machinery and Allied Trades' Exhibition which opened at Olympia and Earls Court on July 16, Mr. Frederick Erroll, President of the Board of Trade, said he understood that the Exhibition was not only the largest in the series of International Exhibitions organized by the industry, but was also the largest single exhibition devoted to the industry ever to be staged in the United Kingdom.

The President congratulated the organizing committee, who over the last three years had put in a tremendous amount of thought and time to make possible the wonderful display which was now presented. 'An occasion such as this serves to remind all of us of the importance of the printed word, even in these days of other modern inventions, such as television, as a means of mass communications.'

He said he found it interesting to learn that the organizers had incorporated in the Exhibition a display under the title of 'Printing and the Mind of Man,' and he was sure it was good to be reminded of those who, in the earliest days of printing, did so much to create the foundation on which the present-day complex industry has been built.

'This Exhibition is truly international in character, exhibitors coming, I am told, from more than 20 countries. As President of the Board of Trade, I am constantly exhorting our own industries to increase their exports, and no doubt those of you from other countries are similarly pressed by your authorities to sell more outside your own lands. I am sure this Exhibition will be good for all of you and will prove to be a stimulus to further efforts on the part of the industry as a whole.'

New Scottish Trade Showroom in London

FOUR SCOTTISH companies have amalgamated to set up a new Scottish Trade Centre in Ulster Chambers, Regent Street, London, W.1. (Tel. Regent 0169). The new Trade Centre, which is run by Mr. W. L. Bennett, will develop the export trade of the companies concerned and will provide facilities for buyers visiting London to see a wide range of merchandise. The companies concerned are: Mackays Ties Ltd., 73 Virginia Street, Glasgow, C.1; Loudoun Textiles Ltd., Garden Street Mills, Galston, Ayrshire; Philcote Manufacturing Co. Ltd., 1125 Edinburgh Road, Glasgow, E.3; and Whitegates Knitwear Ltd., Garrow Hill Road, Kirkintilloch.

The new showroom, designed to provide a Scottish atmosphere and furnished with Scottish made carpets, furniture and drapes, was opened this month. Already it has been visited by buyers from the United States, Canada, Bermuda and the Continent who have placed orders. New contacts have been established on behalf of participating companies with merchants and departmental stores in Nigeria, Australia, New Zealand, Rhodesia and Scandinavia.

Trade Fairs Guide

A fourth edition of the booklet 'Trade Fairs Help Exports—Hints For the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)

Hungarian Consumer Goods Displayed in Manchester

'A WINDOW ON HUNGARY', thought to be the first large-scale exhibition of Hungarian consumer goods to be held in Britain since the war, is being shown in Lewis's, Manchester, from July 15 to July 27. Twelve Hungarian trading companies are taking part in the exhibition which was opened by the President of the Hungarian Chamber of Commerce, Mr. Odon Kallos, in the presence of the Hungarian Minister in London, Mr. Bela Szilagyi.

Design Centre to Make Return Visit to Plymouth

AT THE INVITATION of Co-operative House, Plymouth, the Council of Industrial Design is to mount a large scale exhibition from October 3 to November 2 in the Plymouth Co-operative Society's main store. The exhibition which will be called 'The Design Centre Comes to Plymouth', will cover 3,300 square feet in the second floor furnishing department. It will follow up the successful series of small scale 'Shopping by Design' displays staged by the CoID during April in various parts of Cornwall and Devon, including Plymouth.

6th International Trade Fair, Osaka

The Board of Trade have been advised that applications for space at the above event must be made between July 22 and 31, 1963, to the Fair authorities at the following address:

Osaka International Fair, Honmachibashi, Higashi-ku, Osaka, Japan.

Trading with Sweden

A bibliography of sources of information on Anglo-Swedish trade in the Manchester Commercial Library is available from the Commercial Library and Information Department, The Manchester Public Libraries, Central Library, Manchester 2.

Overseas Trade Section

A New Look at Trade with Chile

By H. T. Kennedy, First Secretary (Commercial), H.M. Embassy at Santiago

General view of Concepcion where many of the new industries are springing up. There are several indications that the area is likely to become Chile's main industrial centre.

HAS THE TIME come to take a new look at Chile? There are some grounds for thinking so. Admittedly Chile is still riding out the payments crisis which struck at the end of 1961, and it will be some twelve months or more before business conditions return to normal. But in the longer term, there are several favourable signs. The current payments difficulties stem from excessive imports; exports have been well maintained. Chile appears to have been singled out for rather special treatment by the 'Alliance for Progress'.

The reasons are not far to seek. Chile has a long tradition of democracy and the rule of law; the Chilean worker is intelligent and adaptable if well led; there are many natural resources; the Chilean Ten Year Economic Plan was one of the first to be ready and has already been submitted to and approved by the 'Alliance for Progress' authorities; the structural reforms called for by the Alliance are under way. The 'Alliance for Progress' authorities are anxious to achieve a resounding success in at least one country without delay and Chile is a suitable guinea pig. 'Alliance for Progress' aid will therefore begin to flow to Chile in 1963.

Some Obstacles to Development

There are, of course, obstacles to development. There is a shortage of investment capital, and the rate of saving, both in the public and the private sector, is too low; although good by Latin American standards, the Administrative machine is rather cumbersome and slow, there are delays between the preparation of plans and their implementation; and there is a lack of co-ordination between departments; party politics absorb too much of the energies of the country; the rapid increase in population, at present 2½ per cent a year, and the failure of the economy to grow fast enough to absorb the increase, has created social and political tensions which will make the presidential elections in 1964 a very close run thing. Nevertheless the foundations for rapid economic growth exist and there could be spectacular progress if the opportunities are firmly seized.

In which particular directions does Chile's future lie? Copper provides 75 per cent of Chilean exports. Further expansion is possible here, if steps are taken to encourage foreign capital. Exports of iron ore are increasing rapidly, and among others the Japanese are important buyers. Chile also has an integrated steel works which produces steel at the rate of about half a million tons a year. Some of this steel is now being exported to other Latin American countries. Other growth industries are fisheries and the timber and paper industry. The development of the fish-meal industry in the north of Chile during the last three years has been spectacular, although there is much ground to be made up before Chile rivals Peru. However, Chile's fishing industry promises to be particularly well balanced since it will not depend on fish-meal alone. Many experts believe that the southern fishing grounds, with an abundance of prawns and king crab, have a brilliant future. Little has been done so far to develop these grounds, and apart from small tonnages of frozen prawns, fish-meal is Chile's only fisheries export.

As regards timber and paper, Chile has extensive natural forests in the south, but much of the forest areas are remote and difficult to exploit. More emphasis is now being placed on planted forests. Conditions in the southern half of central Chile are particularly favourable for the 'insignis' pine and much marginal land is now being turned over to plantations. Chile's paper industry is located in this area and is developing rapidly. There are already substantial exports of cellulose and news-print to other Latin American countries. Timber is being exported to neighbouring countries, but with low freights, a sound rate of exchange and a greater attention to quality, exports to Europe could be developed.

Development of Concepción

An interesting feature of Chile today is that economically the centre of gravity of the country is moving southwards. Admittedly the copper and iron mines, with the exception of the Braden copper mines just south of Santiago, are in the north of the country and the greater part of Chile's manufacturing industries are in the Santiago area. But many of the new industries are springing up in the Concepción area, and there are several indications that

(Continued on next page)

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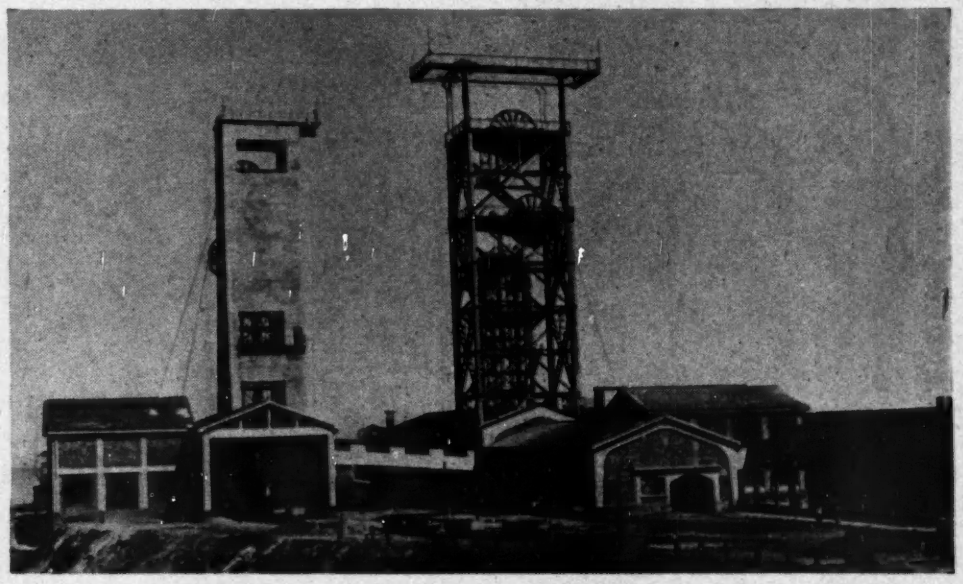
UNITED KINGDOM · CHILE · PERU · ARGENTINA AND UNITED STATES

A New Look at Trade with Chile (*Continued*)

Concepción is destined to be Chile's industrial centre. The most important industrial raw material today is water and Concepción has plenty of it, while the lack of it is already holding back the development of certain types of industry in the Santiago area. Concepción has good port facilities at Talcahuano and at other points in Talcahuano bay. The coal fields of Lota and Coronel are only 20 miles away. There are ample sources of hydroelectric power in the Cordillera not far away. The 'insignis' pine does particularly well in the neighbourhood. There are good road and rail communications with the main centres of consumption 300 miles to the north. Finally there is plenty of room to expand.



The Lota coal mines, where much British mining machinery is in use.

Concepción today, with nearly 150,000 inhabitants, is rather smaller than Chile's second city, Valparaíso, but it is growing fast. The most important industries in the area are coal mining, steel (the Huachipato steel works are just outside Talcahuano), textiles (mainly woollens), paper, glass, cement, cellulose and news-print and ship repairing. A petroleum refinery is about to be built and there are plans to establish a chemical industry based on steel works and refinery by-products. Concepción is at present attracting basic industries. These in turn will surely encourage complementary light industries. The process has not yet got very far, but a number of factories using steel as raw material are springing up around the Huachipato steel works.

Two Imponderables

No one who has paid it a visit can help feeling that, barring earthquakes, the area is bound to go ahead. There is a bracing climate and a briskness not to be found in the north. There is feverish building activity. There is great intellectual vigour in the University. The actual tempo of advance will be determined by two imponderables. The first is the success or otherwise of Chile's Ten Year Development Plan, which in its simplest terms is an attempt to break out of the existing impasse where economic growth fails to outstrip the population increase; success here will depend on Chile's own efforts and the amount of foreign aid she receives. The second is the Latin American Free Trade Area. With a total population of some eight million, about one third of whom are hardly integrated in the economy, Chile is a small market, and if the new industries for which nature intended her are to be developed, larger markets will be needed. Many of Concepción's industries are of the minimum size consistent with economic production. The early achievement of a Latin American Common Market would provide a great stimulus to the kind of industry which is now being built up.

Potential Outlets for Capital Goods

What opportunities does all this offer to British manufacturers? We have drawn attention from time to time in our routine market surveys to particular opportunities for British goods in the Chilean market and a few very general observations only will be made here. British manufacturers would first of all do well to take a careful look at the growth industries as potential outlets for capital goods. Credit is likely to be an important factor here. Secondly, they should keep their eyes open for joint ventures with Chilean industrial groups. Generally speaking our commercial future in Chile will depend to an increasing extent on the market for machinery and capital goods and less and less on the market for consumer goods which constituted such a large part of our trade before the war. Recent investigations in the market suggest that the after-sales service facilities offered by British firms do not quite come up to the standards required or compete with those offered by our competitors. There is an awkward dilemma here. A large volume of business is required to finance efficient after-sales service, but

NO COMMON MARKET!

Britain's failure to enter the Common Market must not hinder the export activities of British companies. Large and lucrative markets still exist in the Spanish and Portuguese speaking countries of the world.

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Industria Britânica offers 32 years' experience in these markets in addition to:

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THE MANAGER. INDUSTRIA BRITANICA
BENN BROTHERS LIMITED 154 FLEET STREET LONDON E.C.4

A New Look at Trade with Chile (*Continued*)

British tractors being used in forestry work near Concepcion.

unless service is offered the large volume never materializes. This problem must be solved somehow or other.

Non-ferrous Metals

'Non-ferrous Metals' is the title of a new booklet published by the Commonwealth Economic Committee. Copies: H.M. Stationery Office or the Executive Secretary, Commonwealth Economic Committee, Marlborough House, Pall Mall, London, S.W.1. Price 12s. 6d., by post 13s. 4d.

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Trade and Financial Arrangements

Tunisia and Finland

THE TUNISIAN *Journal Officiel* of June 18-21, 1963, announced the renewal of the trade agreement between Tunisia and Finland.

The agreement is renewed for a further period of one year from March 13, 1963. Quotas attached to the agreement remain unchanged.

The French text of the announcement may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Turkey

THE TUNISIAN *Journal Officiel* of June 18-21, 1963, announced the renewal of the trade agreement between Tunisia and Turkey.

The agreement is renewed for a further period of one year from May 1, 1963. Quotas attached to the agreement remain unchanged.

The French text of the announcement may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Spain

THE ITALIAN Ministry of Foreign Trade announces that the Trade Agreement of June 28, 1960, between Italy and Spain has been tacitly extended for a further year from June 8, 1963.

A previous notice was published in the *Board of Trade Journal* on August 10, 1962. The quota lists remain unchanged.

All inquiries concerning this Notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 450), quoting reference CRE 2800G.

Iran and USSR

A PROTOCOL covering trade exchanges between Iran and the Soviet Union for the year ending March 31, 1964, was signed in Teheran on May 30. This is reported to provide for an overall increase of about 10 per cent in the maximum level of trade between the two countries and published details show a number of changes from the previous quota lists. Higher quotas have been fixed for sales to the Soviet Union of Iranian cotton, raisins and fish and fish products, while rice has been added to the list of Iranian exports. The quotas for Iranian lead ore and oilseeds have, however, been reduced. Changes in the Iranian import regulations for the current year are reflected in the Soviet export list, the quota for textiles being halved and that for sewing thread eliminated, while cars have now re-appeared in the list. In addition the quota for Soviet agricultural machinery has been more than doubled to just under £½m., while the allocations for Soviet bicycles and motor cycles, timber and fishing equipment have been reduced in varying degrees.

Morocco and Sweden

THE MOROCCAN *Bulletin Officiel* of June 21, 1963, gives details of a protocol to the trade agreement of February 8, 1960, between Morocco and Sweden. This was signed in Rabat on May 21, 1963, and is valid for one year from February 1, 1963.

The main feature of the protocol is that certain goods, such as internal combustion engines, unassembled lorry chassis, and spares for motor vehicles, have been deleted from the Swedish export list because these items are now included in the Moroccan list of global import quotas. The Moroccan export list, however, which, in view of the liberalization of Swedish imports, is only indicative in character, has been increased by a number of Moroccan products, particularly cut flowers, new potatoes, vegetables and wine.

Inquiries about this announcement should be made to Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

AUSTRALIA

Transformers for State Electricity Commission of Queensland. July 31. E.S.B. 22768/63.*

V.H.F. Navigational Aid for Department of Civil Aviation. (Further Information.) Closing date postponed to September 3. E.S.B. 21096/63.

Electrical Equipment for Capricornia Regional Electricity Board. July 30. E.S.B. 15320/63.*

Postmaster-General's Department, Melbourne:

Thermionic Tubes. August 27. E.S.B. 22708/63.*
Jacks (Telecommunications). August 27. E.S.B. 22709/63.*
Bimotional Switch Parts. (Further Information.) E.S.B. 20640/63.*

Electricity Commission of New South Wales:

Transformers. September 9. E.S.B. 22775/63.*
Transformers. September 2. E.S.B. 22853/63.*
Transformers. August 26. E.S.B. 22377/63.*

Snowy Mountains Hydro-Electric Authority:

Protection Relay Equipment. August 5. E.S.B. 22702/63.
Stoplogs, Guides and Lifting Frames. August 6. E.S.B. 22701/63.

Western Australian Government Tender Board:

Road Lining Machine. September 12. E.S.B. 22814/63.*
Locomotives. August 22. E.S.B. 22867/63.*

BURMA

Cables for Electricity Supply Board. August 5. E.S.B. 22778/63.*
Foundry Materials; Metals for Engineering Industry Project. July 31. E.S.B. 22774/63.*
Wire Nail Plant for State Steel Mill. (Advance Information.) Closing date not known. E.S.B. 22855/63.

Civil Stores Committee (I):

Wire Rope. July 29. E.S.B. 22042/63.*

ESTABLISHED 1832

In the contest for Sales it is essential Packs and Containers should be well dressed

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TAGS - all shapes

BOX TOPS in wide variety

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LAND OF GREEN GINGER · HULL
EAST YORKSHIRE · ENGLAND

Brooms and Brushes. July 29. E.S.B. 22048/63.*
Builders' Hardware. July 30. E.S.B. 22817/63.*
Hand Tools; Jacks. July 29. E.S.B. 22049/63.*
Light Buoys. August 5. E.S.B. 22880/63.*
Wire Mesh. July 30. E.S.B. 22767/63.*
Haberdashery. July 29. E.S.B. 22769/63.*
Wire Mesh. July 29. E.S.B. 22816/63.*

CEYLON

Construction Project for Colombo Municipal Council. October 16. E.S.B. 22857/63.
Fertilizer Plant for Ministry of Commerce and Industries. Apply by July 31. E.S.B. 22856/63.
Sulphuric Acid for Associated Motorways Ltd., Colombo. Offers accepted up to end July 1963. E.S.B. 22879/63.
Chocolate Powder for Milk Board. August 7. E.S.B. 22046/63.
Air-Conditioning Plant for Ministry of Land, Irrigation and Power. August 23. E.S.B. 22047/63.

Ministry of Health and Housing:

Pharmaceuticals. September 24. E.S.B. 22316/63.
Pharmaceuticals. August 6. E.S.B. 22317/63.*

CHILE

Communication Equipment for Direccion de Approvisionamiente del Estado. September 27. Tender documents (in Spanish) available. E.S.B. 22749/63.*

COLOMBIA

Radio Communication Equipment for Department of Tolima. Closing date not known. E.S.B. 22864/63.

Bogota Electricity Board:

Flood Gates and Gratings. August 14. E.S.B. 22851/63
Cable. August 20. E.S.B. 22852/63.

DAHOMEY

Constructional Project for Port of Cotonou for Public Works Department. September 2. E.S.B. 22822/63.

ECUADOR

Oils, Grease and Brake Fluid for Ministry of the Treasury. August 1. E.S.B. 22766/63.

EGYPT

Electric Traversers for Egyptian State Railways. (Further Information.) Tender documents now available. E.S.B. 20618/63.*

FORMOSA

Textile Machinery for Jang Dah Fiber Industrial Co. Ltd. August 7. E.S.B. 22395/63.*

Central Trust of China:

Cement. July 30. E.S.B. 22400/63.*
Fork Lift Trucks. July 30. E.S.B. 22858/63.*
Chemicals. July 31. E.S.B. 22859/63.*
Telemeter. August 3. E.S.B. 22865/63.*
Chlorinator. July 29. E.S.B. 22866/63.*
Time Switches. (Further Information.) Closing date now July 30. E.S.B. 13097/63.*

GHANA

Steel Work Extensions for Ghana Supply Commission. July 31. E.S.B. 22050/63.

GREECE

Agricultural Equipment for Agricultural Bank of Greece. August 19. E.S.B. 22770/63.*

Institute of Social Insurance:

Dental Material. August 3. E.S.B. 22818/63.*
Dental Equipment. August 3. E.S.B. 22819/63.*
Microbiologic Supplies. July 30. E.S.B. 22820/63.*

Ministry of Trade:

V.H.F. Antenna Multicoupler and Filters. July 29. E.S.B. 22363/63.*
Electronic Tubes. August 22. E.S.B. 22366/63.*
Caravans. July 29. E.S.B. 22772/63.*
Tape Recorder Equipment. August 2. E.S.B. 22773/63.*

HONG KONG

Parcel Conveyor System for Government Stores Department. August 9. E.S.B. 22788/63.*

INDIA

Insulators for Madras State Electricity Board. August 2. E.S.B. 22891/63.*
Diesel Generator Sets for Andhra Pradesh State Electricity Board. (Further Information.) E.S.B. 21050/63.
Cement Factory for Directorate of U.P. Government Cement Factory. October 15. E.S.B. 17959/63.*
Cranes for Gujarat Electricity Board. (Further Information.) Tender documents now available. E.S.B. 21043/63.*

Information for United Kingdom Exporters (*Continued*)

Laboratory Equipment; Workshop Equipment for Government of Goa, Daman and Diu. July 30. E.S.B. 22381/63.
Water Screens for India Supply Mission. (Further Information.) Closing date postponed to July 31. E.S.B. 18745/63/D.L.F.
Steel Blocks, Rods and Billets for Ministry of Railways. August 9. E.S.B. 22752/63.
Coal Crushing Machine for National Coal Development Corporation Ltd. August 16. E.S.B. 23206/63.*
Electrical Equipment for U.P. State Electricity Board. August 23. E.S.B. 22753/63.
Boring Machine for Workshops Division, Poona. (Further Information.) E.S.B. 21042/63.
Ore Handling Plant for Orissa Mining Corporation Ltd. (Further Information.) Closing date postponed to September 7. E.S.B. 21727/63.*
Pipes and Fittings for the Fertilizer Corporation of India Ltd. August 27. E.S.B. 22759/63.
Workshop Machinery; Pneumatic Tools for Heavy Electricials (India) Ltd. August 30. E.S.B. 22758/63.*
Power Conductor for Rajasthan State Electricity Board. August 14. E.S.B. 22754/63.
Steel Castings for Hindustan Steel Ltd., Bhilai. August 17. E.S.B. 22755/63.

Atomic Energy Establishment, Trombay:
Reaction Vessels. August 7. E.S.B. 22383/63.
Boring Mill. August 19. E.S.B. 22760/63.*

Indian Rare Earths Ltd., Bombay:
Vacuum Filters. August 28. E.S.B. 22756/63.*
Rotary Disc Vacuum Filter with Auxiliary Equipment. August 28. E.S.B. 22757/63.*

Bombay Port Trust:
Hydraulic and Boiler Tubes. August 28. E.S.B. 22382/63.
Electric Tools. August 8. E.S.B. 22384/63.
Marine Distress Signals. (Further Information.) Tender documents now available. E.S.B. 21730/63.*

IRAN

Corrugated Iron Sheets for Iranian State Railways. (Further Information.) E.S.B. 20658/63.*
Paper and Cardboard Files for Tea Organization. July 31. E.S.B. 22368/63.*

Tehran Electricity Board:
Transformer Sub-Stations. August 11. E.S.B. 22722/63.*
Cable and Copper Wire. August 25. E.S.B. 22727/63.*

Iranian Imperial Army:
Pumps. August 11. E.S.B. 22367/63.*
Steel Packaging Bands. August 17. E.S.B. 22721/63

IRAQ

Mobile Broadcast and Television Unit for Central Foreign Purchasing Board. September 22. E.S.B. 22789/63.
Pick-up Trucks for Government Oil Refineries Administration. (Further Information.) Tender documents now available. E.S.B. 22088/63.*

Ministry of Municipalities:
Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 22087/63.*
Bleaching Powder. August 10. E.S.B. 22783/63.
Orthotolodine Reagent. August 10. E.S.B. 22782/63.
Granular Sulphate. August 10. E.S.B. 22784/63.

Iraqi Ports Administration, Basrah:
Workshop Tools. August 4. E.S.B. 22799/63.
R.S. Joists. August 4. E.S.B. 22796/63.
Copper Sheets and Tacks. August 25. E.S.B. 22797/63.

Ministry of Oil:
Tyres and Tubes. July 31. E.S.B. 22779/63.
Pipes and Fittings. August 21. E.S.B. 22780/63.

Ministry of Defence:
Paving of Roads. August 4. E.S.B. 22786/63.
Water Supply System. October 13. E.S.B. 22787/63.
Water Distribution Scheme. October 13. E.S.B. 22785/63.

Ministry of Industry:
Cranes. Closing date not known. E.S.B. 22741/63.
Transporters; Switchgear, etc.; Erection of Sub-Station. (Further Information.) E.S.B. 22086/63.*

KOREA

Laboratory Equipment; Scientific Instruments for Office of Supply. August 13. E.S.B. 23201/63.*

KUWAIT

Petro-Chemical Project for Ministry of Finance and Industry. (Further Information.) E.S.B. 9169/63.
Distillation Plants for Ministry of Electricity and Water. (Further Information.) Tender documents now available. E.S.B. 19970/63.*

NEW ZEALAND

Counterpanes for Ministry of Works. August 8. E.S.B. 22739/63.*
Cable Circuits for New Zealand Electricity Department. September 24. E.S.B. 22811/63.*
Power Meters; Calibrators for General Post Office. August 9. E.S.B. 22810/63.*
Water Treatment Plant for Lower Hutt City Corporation. (Advance Information.) E.S.B. 22812/63.

Waikato Hospital, Hamilton:
Ball Point Pens. August 5. E.S.B. 22823/63.*
Pencils. August 5. E.S.B. 22824/63.*
Cellulose Adhesive Tape. August 5. E.S.B. 22825/63.*

PAKISTAN

Steam Power Station for Water and Power Development Corporation, Dacca. July 31. E.S.B. 22826/63.
Fire Buckets for Directorate of Supply, Dacca. July 29. E.S.B. 22895/63.*

Department of Investment, Promotion and Supplies:
Stone Crushing Plants. August 10. E.S.B. 22761/63.
Concrete Mixers. August 15. E.S.B. 22765/63.
Road Rollers. August 13. E.S.B. 22764/63.
Scrapers. August 12. E.S.B. 22763/63.
Motor Grader. August 8. E.S.B. 22762/63.

Pakistan Telegraph and Telephone Directorate:
Communication Equipment. August 5. E.S.B. 22892/63.*
Voltage Regulators. August 15. E.S.B. 22893/63.*
Radio Telephony Link. (Further Information.) Tender documents now available. E.S.B. 22032/63.*
Tone Keyers and Telegraph Recording Units. (Further Information.) Tender documents now available. E.S.B. 22031/63.*

PORTUGUESE EAST AFRICA

Public Works Department:
Water Supply Scheme. July 30. E.S.B. 22899/63.
Water Supply Scheme. July 30. E.S.B. 22900/63.

PORTUGUESE WEST AFRICA

Road-Rollers for Municipality of Malange. July 31. E.S.B. 23222/63.

Ports, Railways and Transports Department:
Aircraft Brake System Parts. August 14. E.S.B. 23223/63.
Harbour Works. August 14. E.S.B. 22362/63

RHODESIA AND NYASALAND

Federal Tender Board:
Medical Stores. August 9. E.S.B. 23205/63.*
Chlorpromazine and Primidone Tablets. August 2. E.S.B. 23204/63.*
Laboratory Equipment. August 9. E.S.B. 23203/63.*

SALVADOR

La Proveeduria General de la Republica:
Bulbs. August 8. Tender documents (in Spanish) available. E.S.B. 22393/63.*
Pharmaceuticals. August 8. Tender documents (in Spanish) available. E.S.B. 22389/63.*
Centrifugal Pump. August 9. Tender documents (in Spanish) available. E.S.B. 22852/63.

SINGAPORE

Hydrated Lime for Water Department, Public Utilities Board. August 13. E.S.B. 22385/63.*

SOUTH AFRICA

Mobile Water Sprinklers for Natal Provincial Tender Board. Closing date not known. E.S.B. 22877/63.*
Cheque Signing Machine for City Treasurer's Department, Johannesburg. July 30. E.S.B. 22827/63.*

Transvaal Provincial Tender Board:
Decompression Apparatus. August 9. E.S.B. 22835/63.*
Hydraulic Jacks. August 9. E.S.B. 22873/63.*
Air Compressors. August 9. E.S.B. 22874/63.*
Grid Rollers. August 9. E.S.B. 22875/63.*
Steam Cleaners. August 9. E.S.B. 22878/63.*

State Tender Board, Pretoria:
Pneumatic Roller. July 29. E.S.B. 22803/63.*
Research Equipment. August 6. E.S.B. 22807/63.*
Laboratory Instruments. August 7. E.S.B. 22808/63.*
Machine Tools. July 30. E.S.B. 22843/63.*
Machine Tools. July 31. E.S.B. 22844/63.*
Garage Equipment. August 2. E.S.B. 22845/63.*
Brass Buttons; Iron Signs; Spotting Scopes; Curry Combs. July 31. E.S.B. 22834/63.*
Oils, Vegetable and Mineral. August 6. E.S.B. 22836/63.*
X-Ray Unit. August 7. E.S.B. 22837/63.*
Machine Tools. July 30. E.S.B. 22839/63.*
Machine Tools. July 30. E.S.B. 22842/63.*
Agricultural Implements; Air Compressor. July 29. E.S.B. 22847/63.*
Crane. July 29. E.S.B. 22876/63.*
Tablets. August 5. E.S.B. 22813/63.*
Machine Tools. August 5. E.S.B. 22838/63.*
Meteorological Equipment. August 5. E.S.B. 22804/63.*
Valves. August 1. E.S.B. 22801/63.*
Bottles, Stoppers and Caps. August 6. E.S.B. 22806/63.*
Laboratory Equipment. August 5. E.S.B. 22805/63.*

South African Railways:
Condenser Elements. August 2. E.S.B. 22729/63.*
Duplex Milling Machine. August 9. E.S.B. 22730/63.*
Welding Machine. August 9. E.S.B. 22731/63.*
Lathe. August 9. E.S.B. 22732/63.*

SOUTH VIETNAM

Central Purchasing Authority:
Laboratory Apparatus. August 7. E.S.B. 22794/63.*
Duplicator Papey, etc. August 16. Specification (in French) available. E.S.B. 22795/63.*
Cement Bags. July 31. Tender documents (specification in French) available. E.S.B. 22800/63.*

SPAIN

T.V. Units; Phonograph Pick-ups for Ministerio de Informacion y Turismo. July 30. E.S.B. 22897/63.
Tractors and Semi-Trailers; Radio Equipment for Ministerio del Aire. (Advance Information.) Closing date not known. E.S.B. 22849/63.

SUDAN

Glass Tumblers for Sudan Railways. August 15. E.S.B. 22831/63.

THAILAND

Electricity Meters for the Provincial Electricity Authority (Samsen). August 6. E.S.B. 22833/63.*

State Railways of Thailand:
Railway Wagons. (Further Information.) Tender documents now available. E.S.B. 21746/63.*
Forging and Upsetting Machine. August 6. E.S.B. 22723/63.
Worsted Wool. August 1. E.S.B. 22725/63
Brass Electrode. August 13. E.S.B. 22724/63.

TURKEY

Oil and Fuel Filter Elements for Karayollari Genel Mudurlugu. July 29. E.S.B. 22792/63.*
Automatic Telephone Exchange for the Turkish Maritime Bank. July 29. E.S.B. 22791/63.*
Screws, Nuts and Washers for State Highways Department. July 31. E.S.B. 22793/63.*
Bits, Core Lifters and Reaming Shells for State Hydraulic Works. August 1. E.S.B. 23208/63.*

UNITED STATES OF AMERICA

Generators for City of Seattle. August 15. E.S.B. 22871/63.*

(*Continued on next page*)

Information for United Kingdom Exporters (*Continued*)

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Agency inquiry for foodstuffs; tobacco. (E.S.B. 21658/63.)
Inquiry for fish. (E.S.B. 22167/63.)
Reference to the Special Advisory Authority. (C.R.E. 7273/63.)

Bahrain
Inquiry for foodstuffs. (E.S.B. 21533/63.)

Canada
Agency inquiry for children's underwear; socks. (E.S.B. 22483/63.)
Inquiry for plastics twine and tape. (E.S.B. 22246/63.)
Inquiry for Scottish pipe band instruments and regalia; musical instruments; novelties. (E.S.B. 22410/63.)
Manufacture under licence – pneumatic conveying systems. (E.S.B. 22258/63.)
Federal Government contracts. (E.S.B. 13181/63.)

Ceylon
Inquiry for electro-plating equipment. (E.S.B. 21960/63.)
Inquiry for machinery for manufacture of stainless steel utensils. (E.S.B. 21925/63.)
Inquiry for machinery and materials for making line equipment. (E.S.B. 21923/63.)

Chile
Television service. (E.S.B. 21821/63.)

Costa Rica
Inquiry for lift accessories. (E.S.B. 21675/63.)

Denmark
Agency inquiry for outboard motors. (E.S.B. 22142/63.)

Egypt
Inquiry in respect of Siouf power station extension, Alexandria. (E.S.B. 20834/63.)

Finland
Agency inquiry for suitings. (E.S.B. 22171/63.)
Agency inquiry for waxes; lamps, quartz iodine. (E.S.B. 22158/63.)

France
Agency inquiry for plastics raw materials; building materials. (E.S.B. 6426/63.)
Agency inquiry for tools; machine tools. (E.S.B. 22143/63.)
Agency inquiry for industrial ironing equipment and accessories; tools; power tools; automotive accessories; equipment for textile industry. (E.S.B. 22454/63.)
Agency inquiry for knitwear. (E.S.B. 22401/63.)
Agency inquiry for pharmaceuticals. (E.S.B. 22202/63.)
Agency inquiry for toys and games. (E.S.B. 22112/63.)
Agency inquiry for office supplies and stationery. (E.S.B. 21954/63.)
Agency inquiry for machines and finishing products for the furniture industry; printing machinery. (E.S.B. 19315/63.)

Germany (Federal Republic of)
Agency inquiry for textile weaving machinery. (E.S.B. 22271/63.)
Agency inquiry for yarns. (E.S.B. 21997/63.)
Manufacture under licence – plastics products. (E.S.B. 21977/63.)
Economic report, July 1-7, 1963. (C.R.E. 1479/G.)
Import opportunity – azaleas. (C.R.E. 158/62.)

India
Collaboration – jewellery. (E.S.B. 19041/63.)

Iran
Inquiry in respect of contractors. (E.S.B. 22141/63.)

Israel
Agency inquiry for gasoline engines; non-ferrous metals; stainless steel. (E.S.B. 22272/63.)
Market report on raw materials for the paint industry. (E.S.B. 17762/63.)

Italy
Agency inquiry for cutlery; razors; chiropodists' instruments. (E.S.B. 21820/63.)

Jamaica
Agricultural development project – further information. (E.S.B. 18621/63.)

Kenya
Agency inquiry for dairy equipment. (E.S.B. 21865/63.)
Inquiry for radio transmitting equipment. (E.S.B. 15913/63.)

Kuwait
Agency inquiry for foodstuffs. (E.S.B. 21700/63.)

Libya
Inquiry for jewellery. (E.S.B. 21881/63.)

Netherlands
Agency inquiry for iron and steel. (E.S.B. 21918/63.)

New Zealand
Agency inquiry for piece-goods. (E.S.B. 9935/63.)
Inquiry for housewares; hardware; textiles. (E.S.B. 21903/63.)

Nigeria
Inquiry for household goods; hardware; cutlery; haberdashery; women's clothing; miner's lamps. (E.S.B. 14236/63.)
Inquiry for broiler processing plant. (E.S.B. 21649/63.)

Pakistan
Agency inquiry for greetings cards; wallpaper. (E.S.B. 19568/63.)

Paraguay
Inquiry for electricity generating and line equipment – further information. (E.S.B. 15744/63.)

Philippines
Inquiry for toffee wrapping machines. (E.S.B. 21957/63.)

Portugal
Agency inquiry for textile machinery; yarns. (E.S.B. 21662/63.)
Inquiry for machinery and plant. (E.S.B. 21949/63.)

El Salvador
Market report on commercial vehicles and buses. (E.S.B. 18031/63.)

Saudi Arabia
Inquiry for juke boxes; towels; bedcovers. (E.S.B. 21611/63.)

South Africa
Agency inquiry for textiles. (E.S.B. 21894/63.)
Inquiry for rotary printing machine. (E.S.B. 12623/63.)

Spain
Agency inquiry for knitwear. (E.S.B. 17035/63.)
Economic report, May 1963. (C.R.E. 2450/63.)

Sweden
Agency inquiry for road cleaners. (E.S.B. 30454/62.)
Agency inquiry for paint and varnish raw materials. (E.S.B. 22201/63.)

Switzerland
Agency inquiry for chemical products; machinery; measuring instruments; metal products; motors. (E.S.B. 22118/63.)

Syria
Inquiry for clothing; piece-goods. (E.S.B. 18947/63.)

Trucial States (except Abu Dhabi)
Market report on building materials. (E.S.B. 19039/63.)

Turkey
Inquiry for engineering consultants. (E.S.B. 22396/63.)
Inquiry for irrigation pumps. (E.S.B. 16113/63.)
Inquiry for hessian; fertilizers; insecticides; construction materials; engines; pumps. (E.S.B. 21970/63.)
Inquiry for steel drawing machinery. (E.S.B. 22146/63.)
Inquiry for citrus juice processing equipment; canning and packing equipment. (E.S.B. 21933/63.)
Inquiry in respect of chemical plant projects. (E.S.B. 22270/63.)
Inquiry for electrical generating and line equipment. (E.S.B. 22114/63.)
Inquiry for textile machinery; citrus fruit sorting and packing equipment. (E.S.B. 22127/63.)
Inquiry for injector nozzles; fuel oil pump machinery. (E.S.B. 22126/63.)
Economic report, May 1963. (C.R.E. 115/63.)

Uganda
Inquiry for fish processing equipment. (E.S.B. 21631/63.)

United States of America
Inquiry for wire. (E.S.B. 21913/63.)
Inquiry for parquet flooring blocks. (E.S.B. 21136/63.)
Inquiry for rubber hose. (E.S.B. 22262/63.)
Inquiry for fertilizers. (E.S.B. 21979/63.)
Inquiry for hollow drills for paper drilling. (E.S.B. 21846/63.)
Inquiry for refrigerators. (E.S.B. 14089/63.)
Inquiry for religious goods (E.S.B. 22426/63.)
Inquiry for sporting guns; ammunition. (E.S.B. 22295/63.)
Inquiry for galvanometer suspension systems. (E.S.B. 21825/63.)
Manufacture under licence – relay keys. (E.S.B. 21861/63.)
Manufacture under licence – locks and doors devices. (E.S.B. 20531/63.)
Market report on laboratory equipment. (E.S.B. 21250/3/63.)
Market report on materials handling equipment. (E.S.B. 21250/4/63.)
Market report on plastics injection moulding equipment. (E.S.B. 21250/5/63.)
Market report on marine engines for pleasure boats. (E.S.B. 21250/6/63.)
Market report on machine tools. (E.S.B. 21250/7/63.)
Market report on industrial food processing machinery. (E.S.B. 21250/9/63.)
Market report on shoe-making machinery. (E.S.B. 21250/10/63.)
Market report on packaging machinery. (E.S.B. 21250/11/63.)
Market report on electronic precision measuring equipment. (E.S.B. 21250/13/63.)
Market report on medical electronic equipment. (E.S.B. 21250/14/63.)
Market report on equipment for pleasure boats. (E.S.B. 21250/16/63.)
Market report on men's clothing: outerwear. (E.S.B. 21250/17/63.)
Market report on footwear. (E.S.B. 21250/18/63.)

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

Customs Tariff Amendments and Extensions

THE CANADIAN GOVERNMENT has issued an Order-in-Council P.C. 1963-1006, effective on June 28, 1963, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the Tariff are shown in italics and deletions are indicated by square brackets.

Schedule A

Tariff Item	Description	British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
173 a	*Parts for use in the manufacture of books entitled to entry under tariff item* 173 (1) (Expires June 3, 1964)	Free	Free	10%
181 c	Coated paper, not punched nor printed, in single sheets or rolls, [not exceeding 0·012 and not less than 0·003 of an inch in thickness], for use in the manufacture of master units for *off-set* duplicating machines (Expires June 30, 1965)	Free	7½%	35%
181 d	Paper in rolls, to be coated or impregnated with a duplicating preparation, and to be further manufactured into master units for use on spirit duplicating machines (Expires June 30, 1964)	Free	7½%	35%
187 f	Thirty-five millimetre positive colour print films for use in the production of thirty-five millimetre motion picture films and film strips from negatives (Expires June 30, 1964)	Free	Free	30%
199 k	Paper-covered asphalt dash liner board for use in the manufacture of automotive dash insulation panels (Expires June 30, 1965)	Free	7½%	35%
210 f	Materials, for use in the manufacture of chromium oxide	Free	Free	20%
216 e	*Cadmium oxide, capric acid, triphenyl phosphite and octoic acid for use in the manufacture of stabilizers for vinyl synthetic resins* (Expires June 30, 1964)	Free	Free	25%
220 e	Materials, of a class or kind not made in Canada, for use in the manufacture of additives for heating, lubricating and fuel oils (Expires June 30, 1965)	Free	5%	25%
238 a	*Rice hulls and* rice hull ash for use in Canadian manufactures (Expires June 30, 1965)	Free	Free	25%
246 d	Colours or pigments, [when imported by manufacturers of roofing granules] for use in the manufacture of roofing granules [in their own factories] (Expires June 30, 1965)	Free	Free	22½%
246 f	*Iron oxide for use in the manufacture of magnetic recording tape* (Expires June 30, 1964)	Free	Free	22½%
287 b	Undecorated tableware *of china, porcelain, semi-porcelain or white granite, including the foregoing with the surface uniformly coloured in only one hue when* for use in the manufacture of decorated tableware [entitled to entry under tariff item 287; to be decorated with] by kiln-fired decoration (Expires June 30, 1964)	Free	[15%] *10%*	35%
295 e	*China clay, not further manufactured than bleached or ground, containing not more than 1% of a dispersing agent, for use in Canadian manufactures* (Expires June 30, 1964)	Free	Free	25%
296 h	*Talc for use in the manufacture of ceramic tile* (Expires June 30, 1964)	Free	5%	25%
305 g	*Slate, sawn on not more than two sides; for use in Canadian manufactures* (Expires June 30, 1964)	Free	10%	35%
314 a	Graphite blocks exceeding 40 inches in diameter and 15 inches in thickness for use in the manufacture of moulds for casting wheels for railway vehicles, including locomotives and tenders (Expires June 30, 1964)	Free	5%	25%
354 d	Aluminium covered aluminium alloy wire or rod, 0·375 inch or less in diameter for use in the manufacture of wire less than 0·25 inch in diameter (Expires June 30, 1964)	Free	Free	30%
379 d	Rods of iron or steel, in the coil, not more than 0·375 inch in diameter, [when imported by manufacturers of wire fencing] for use in the manufacture of wire for wire fencing per ton (Expires June 30, 1964)	Free	Free	$5.00
380	(5) Locking ring and rim sections of iron or steel, hot-rolled, for use in the manufacture of wheel rim assemblies (Expires June 30, 1964)	Free	Free	20%
382 c	Sheet, of iron or steel, hot- or cold-rolled, over 60 inches in width, deep drawing quality, for use in the manufacture of bathtub body stampings (Expires June 30, 1964)	Free	Free	25%
397 c	Tubes of iron or steel, welded, not more than one-half inch in diameter, coated with metals other than zinc, not polished, bent or further manufactured, for use in Canadian manufactures (Expires June 30, 1964)	[Free] *5%*	[7½%] *12½%*	30%
402 f	Wire, cold drawn, galvanized, tempered or not, in coils of not less than 5,000 feet, for use in the manufacture of flexible outer casing for speedometer cables (Expires June 30, 1964)	Free	Free	20%
425 d	Semi-pneumatic tyres and solid tyres, wholly or in part of rubber, for use in the manufacture of power lawn mowers (Expires June 30, 1964)	5%	10%	32½%
427	(9) [Frame weldments], axles, channel assemblies, control valves and linkage, *engines*, steering gear, transmissions, torque converters, and parts thereof, for use in the manufacture of industrial trucks commonly known, as 'fork-lift' or 'lift' trucks (Expires June 30, 1964)	Free	7½%	35%
427 r	[Engines, axles, torque converters, transmissions and] parts [thereof] for use in the manufacture of machines commonly known as front-end loaders (Expires June 30, 1964)	Free	7½%	30%
428 m	Gasoline internal combustion engines, air-cooled, four cycle, for use in the manufacture of domestic washing machines (Expires June 30, 1965)	5%	10%	30%
432 g	Aerosol containers of metal other than aluminium, and parts thereof, for use in Canadian manufactures (Expires June 30, 1964)	2½%	7½%	30%

(Continued on next page)

Canada (*Continued*)

Tariff Item	Description	British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
438 q	Wire of iron or steel, valve spring quality, alloyed or carbon, for use in the manufacture of mechanical precision springs for motor vehicles (Expires June 30, 1965)	7½%	7½%	20%
438 s	*Parts for use in the manufacture of air and vacuum power brake systems for motor vehicles and truck trailers* (Expires June 30, 1964)	Free	Free	30%
430 u	Safety latches for use in the manufacture of door locks for motor vehicles (Expires June 30, 1965)	Free	Free	25%
438 w	*Diode rectifiers for use in the manufacture of alternators or alternator generators for motor vehicles* (Expires June 30, 1964)	Free	Free	35%
445 t	Molybdenum rod and tubing for use in the manufacture of radio tubes and parts therefor (Expires June 30, 1964)	Free	Free	30%
445 u	Getters and getter assemblies for use in the manufacture of radio tubes and parts therefor (Expires June 30, 1964)	Free	Free	30%
446 q	Metal parts for use in the manufacture of loose leaf binders (Expires June 30, 1964)	Free	12½%	35%
462 i	*Filled thermometers, not calibrated or numbered, without separate matching scales, for use in the manufacture of thermometers* (Expires June 30, 1964)	Free	Free	30%
530 e	Wool, not further prepared than dyed, for use in the manufacture of carpets (Expires June 30, 1964)	5%	10%	25%
561 g	Yarns, wholly of man-made fibres or filaments, 125 denier, for use in the manufacture of velvets but not less than, per pound (Expires June 30, 1964)	Free	Free	35% 28 cts.
562 k	Woven fabrics, in the web or with fused edges of silk or wholly of man-made fibres or filaments, not coloured, for use in the manufacture of ribbons for typewriters, calculators, and other office appliances (Expires June 30, 1964)	[15%] 7½%	[17½%] 10%	45%
562 n	*Fabrics, of a class or kind not made in Canada for use in the manufacture of screens for printing* (Expires June 30, 1964)	Free	Free	45%
567 a	*Woven fabrics, wholly or in part of man-made or filaments in the web or with fused edges, of a type not made in Canada, for use in the manufacture of sails for boats and ships* (Expires June 30, 1964)	Free	7½%	50%
596 a	Steel music wire for use in the manufacture of piano strings (Expires June 30, 1965)	10%	10%	30%
598	(4) Parts for use in the manufacture of brass band instruments (Expires June 30, 1965)	Free	17½%	25%
616	(5) Scrap or used tyres and tubes, wholly or in part of rubber, when imported for use exclusively in the manufacture of reclaiming rubber (Expires June 30, 1965)	Free	Free	Free
863	Chemicals for use in the manufacture of steroid derivatives (Expires June 30, 1965)	Free	Free	25%
875 a	Amyl acetate, calcium carbonate, casein hydrolyaates, cholesterol, ergosterol, ether U.S.P., methanol anhydrous, methyl, isobutyl carbinyl acetate, N-ethyl piperidine, N-hexanol, procaine hydrochloride, penicillin precursors, beef extract, corn steep liquor, soluble vegetable protein, distillers' dried solubles, and soya bean meal; all of the foregoing for use in the manufacture of antibiotics, bacteriologicals, hormone products and biologicals (Expires June 30, 1965)	Free	Free	25%
924 c	Cellulose plastics plates or sheets, less than 6 inches in width for use in the manufacture of spectacle and eyeglass frames (Expires June 30, 1965)	Free	Free	25%

Schedule B

Item Number	Description	When subject to Drawback	Portion of duty (not including Special Duty or Dumping Duty) Payable as Drawback
1002	Steel sheets, hot- or cold-rolled, 0·064 inch or less in thickness and over 60 inches in both length and width, provided such sheets are stamped before slitting or cutting, [(imported on or before June 30, 1968) (O.C. 1/2/63, D47-436.)]	When used in the manufacture of stampings for automotive vehicles *and imported on or before June* 30, 1964.	90%

NOTICE

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff Customs and Import Regulations of Overseas Countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

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AND AT OFFICES AS QUOTED ASSOCIATED COMPANIES AND CORRESPONDENTS THROUGHOUT THE WORLD

Canada (*Continued*)

Amendments to Budget Proposals for 1963-1964

THE CANADIAN BUDGET proposals concerning the Excise Tax Act, details of which were published in the *Board of Trade Journal* dated June 28 (page 1470), have been revised. The following are the new amendments which still take effect from June 14, 1963 with the exception that the repeal of the export duty on electrical power becomes effective on July 1, 1963.

1. The present exemption from sales tax for certain building materials be withdrawn by repealing the exemption for all goods mentioned under the heading 'Building Materials' in Schedule III of the said Act and by repealing the exemptions for
   (a) 'Creosote oil and other wood preservatives when for use exclusively in the treatment of timber, poles or lumber;'
   (b) 'Railway ties;'
   (c) 'Goods for use as part of sewerage and drainage systems, and articles and materials to be used exclusively in the manufacture thereof;'
2. Any enactment based on paragraph 1 of this resolution provide that:
   (a) goods for use as part of sewerage and drainage systems be exempt from sales tax when sold to or imported by a municipality for its own use and not for resale;
   (b) any transfer of a sewerage or drainage system to a municipality by any person within two years after the completion thereof, pursuant to a by-law of or agreement with that municipality under which that person is required to install such system and transfer it without charge to that municipality after the completion thereof be deemed, for the purpose of section 46 of the said Act, to be a sale to the municipality for its own use and not for resale of goods for use as part of a sewerage or drainage system.

   and that any agency operating a sewerage or drainage system for or on behalf of a municipality may be declared by the Minister to be a municipality for the purpose of this paragraph.
3. Any enactment based on paragraph 1 of this resolution provide that drain tile for agricultural purposes and materials to be used exclusively in the manufacture thereof be exempt from sales tax.
4. Any enactment founded on paragraph 1 of this resolution provide that where materials have been purchased by or on behalf of a school, university or other similar educational institution for use exclusively in the construction of a building for that institution and the tax imposed by Part VI of the said Act has been paid in respect of those materials, the Minister of National Revenue may, upon application by the institution in such form as the Minister prescribes made to the Minister within two years from the time the materials were purchased, pay to the institution an amount equal to that tax.
5. Any enactment founded on paragraph 1 of this resolution provide that a person who;
   (a) manufactures or produces a building or other structure otherwise than at the site of construction or erection thereof, in competition with persons who construct or erect similar buildings or structures not so manufactured or produced,
   (b) manufactures or produces otherwise than at the site of construction or erection of a building or other structure, structural building sections for incorporation into such building or structure, in competition with persons who construct or erect buildings or other structures that incorporate similar sections not so manufactured or produced, or
   (c) manufactures or produces concrete or cinder building blocks,

   be deemed for the purposes of the said Act not to be, in relation to any such building, structure, building sections or building blocks so manufactured or produced by him, the manufacturer or producer thereof.
6. The present exemption from sales tax for "Seventy-five per cent of the sale price if manufactured in Canada, or seventy-five per cent of the duty paid value if imported, of trailers for use as homes' be changed to read 'Twenty-five per cent of the sale price if manufactured in Canada, or twenty-five per cent of the duty-paid value if imported, of trailers for use as homes.'
7. The present exemption for certain machinery and apparatus to be used in manufacture or production be withdrawn by repealing the exemption for all goods mentioned under the headings 'Machinery and Apparatus to be used in Manufacture or Production' and 'Engines' in Schedule III of the said Act and by repealing the exemptions for
   (a) 'Seismic shot-hole casing and materials used in the manufacture thereof;'
   (b) 'Tyres and tubes for use exclusively on the machinery enumerated in Customs Tariff Item 411a.'
   (c) Goods enumerated in Customs Tariff items 399a, 399b, 399c, 411a, 417, 431h, 439c, 848, 848a and 848b.
8. Any enactment founded on paragraph 7 of this resolution provide that traction engines for farm purposes and accessories therefor (not including machines and tools for operation by such engines) and complete parts of all the foregoing, and materials to be used exclusively in the manufacture of the said engines, accessories or parts be exempt from sales tax.
9. Any enactment founded on paragraph 7 of this resolution provide that farm wagons, including four-wheeled farm wagons equipped to be tractor drawn and farm sleds, and materials to be used exclusively in the manufacture thereof be exempt from sales tax.
10. The present exemption from sales tax for 'Photographs, paintings, pastels, drawing and other art work and illustrations of all kinds, whether originals, copies or proofs, and printing plates made to reproduce the same, for use exclusively as non-advertising news pictures or for illustrating non-advertising articles or stories in periodical publications enjoying second-class mailing privileges, the pages of which are regularly bound, wired, stitched or otherwise fastened together;' be changed to read 'Typesetting and composition, metal plates, cylinders, matrices, film, art work, designs, photographs, rubber material, plastic material and paper material, when impressed with or displaying or carrying an image for reproduction by printing, made or imported by or sold to a manufacturer or producer for use exclusively in the manufacture or production of printed matter.'
11. Feeds for fish, supplements for addition to such feeds, and materials to be used exclusively in the manufacture of such feeds or supplements be exempt from sales tax.
12. The exemption from sales tax for materials for use in the equipment and repair of ships over ten tons net register tonnage be restricted to materials for use in the equipment and repair of ships to be used exclusively for commercial purposes.

(*Continued on next page*)

Canada

New Trade connections

For assistance in arranging desirable new trade connections in Canada call on our Commercial-Industrial Development Department.

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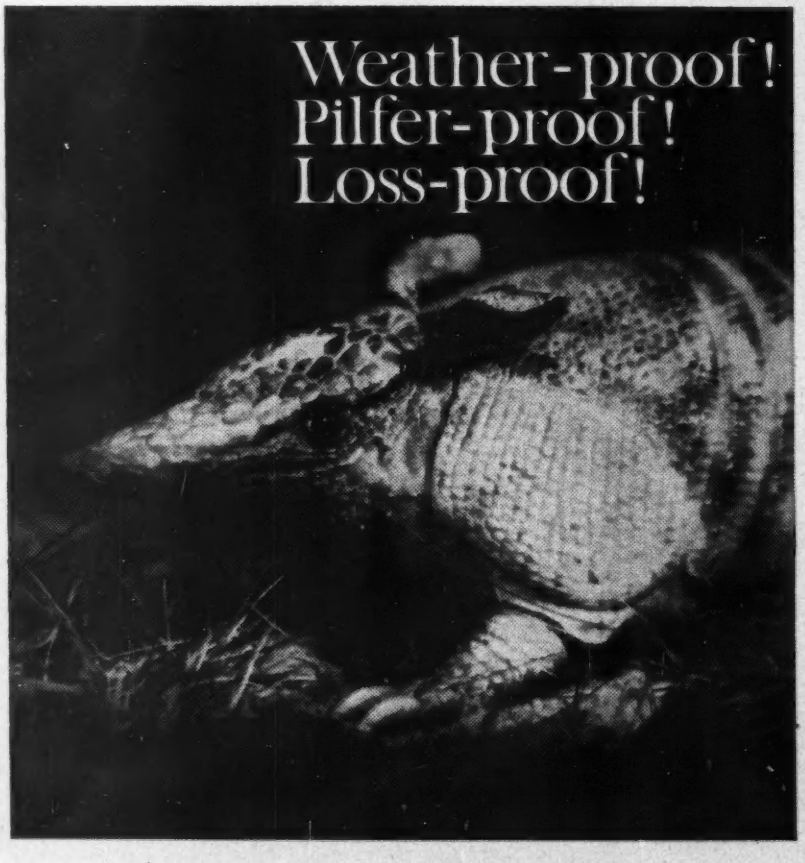
Canada (*Continued*)

13. The present exemption from sales tax for 'Bakers' cakes and pies including biscuits, cookies, or other similar articles;' be changed to read 'Bakers' cakes and pies including biscuits, cookies and similar articles but not including simulated chocolate bars or candy bars.'
14. The export duty of three one-hundredths of one cent per kilowatt hour on electrical power exported from Canada be repealed.
15. Any enactment founded on paragraphs 1 to 13 of this resolution be deemed to have come into force on June 14, 1963, and any enactment founded on paragraph 14 of thir resolution be applicable in respect of electrical power exported after June, 1963.
16. With respect to the period commencing June 14, 1963 and ending March 31, 1964, the rate of tax payable under Part VI of the said Act in respect of any goods for which exemption from tax was withdrawn by any enactment founded on paragraphs 1 and 7 of this resolution be four per cent instead of eight per cent, and that with respect to the period commencing June 14, 1963 and ending December 31, 1964 the rate of tax payable under subsection (1) of section 10 of the Old Age Security Act in respect of any such goods be nil.
17. The said measure further provide that
    (a) where any tax under Part VI of the said Act has become payable by any person in respect of any goods for which exemption for tax under that Part was withdrawn by any enactment founded on paragraphs 1 and 7 of this resolution, which goods were, not later than December 31, 1964, sold and delivered by that person, or applied by that person to a use resulting in the property in the goods passing from that person, pursuant to a *bona fide* contract in writing
        (i) that provided for the sale of those goods or their application to that use for a fixed amount stated in the contract and that did not permit the adding of the tax to the amount payable to that person under the contract, and
        (ii) that was signed by the parties thereto
            (A) on or before June 13, 1963, or
            (B) after June 13, 1963, if the contract was entered into in accordance with the terms of a tender in writing submitted by that person on or before that day whereby that person undertook to enter into such a contract and in default of so doing to incur or cause to be incurred a pecuniary penalty whether by forfeiture of a security deposit or otherwise,

    a refund, or deduction from any of the taxes imposed by the said Act, of the tax or such part thereof as could not under the contract be added to the amount payable to that person thereunder may be granted to that person; and
    (b) where any goods for which exemption from tax under Part VI of the said Act was withdrawn by any enactment founded on paragraphs 1 and 7 of this resolution were, after June 13, 1963 and not later than December 31, 1964, sold and delivered by any person, or applied by any person to a use resulting in the property in the goods passing from that person, pursuant to a *bona fida* contract in writing
        (i) that provided for the sale of those goods or their application to that use for a fixed amount stated in the contract and that did not permit the adding of any tax under that Part that became payable after June 13, 1963 in respect of those goods to the amount payable to that person under the contract, and
        (ii) that was signed by the parties thereto
            (A) on or before June 13, 1963, or
            (B) after June 13, 1963, if the contract was entered into in accordance with the terms of a tender in writing submitted by that person on or before that day whereby that person undertook to enter into such a contract and in default of so doing to incur or cause to be incurred a percuniary penalty



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Canada (*Continued*)

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an amount equal to the tax or such part thereof as could not under the contract be added to the amount payable to that person thereunder may, where application therefor is made to the Minister of National Revenue by that person in such form as the Minister prescribes within two years from the time the goods were delivered by that person or applied by him to that use, and the the Minister is satisfied that the tax has been paid, be paid by the Minister to that person.

Tariff Classification of Beams of Iron and Steel

WIDE FLANGE beams of iron and steel, of the following sizes, have been ruled by the Canadian Customs authorities not to be entitled to entry under tariff items 380(2) or 380(3) on or after the date quoted. After this date they will be dutiable under tariff item 380(1) at the British Preferential Rate of 5 per cent, instead of free as hitherto:

August 6, 1963:

12 in. by 12 in. (bearing pile) by 89 and 102 lb. per foot.

Note: The 'made in Canada' rulings contained herein merely refer to tariff classification under tariff items (380 (2) and 380 (3) and are not to be construed as 'class or kind' decisions.

The above information is contained in Canadian Department of National Revenue Memorandum Series D50-64, dated July 5, 1963.

UNITED STATES

Hearing on New Tariff Provisions

THE UNITED STATES Tariff Commission have issued a further draft report (the Seventh Supplemental Report) proposing further amendments to the proposed new tariff schedules.

The amendments proposed in the latest draft report are intended to reflect in the new schedules changes in existing tariff treatment resulting from recent legislation (including extensions of temporary exemptions from duty) and judicial or administrative decisions.

The products concerned are as follows:

Under New Legislation	*Under Judicial or Administrative Rulings*
Cork insulation.	Steel plates, sheets and strip.
Chicory.	Lawn sprinklers.
Metal scrap.	Steel rectangular hollow tubes.
Exemption for returning residents.	Bandsaw blades.
Tanning extracts.	Wood particle board.
Heptanoic acid.	Gas-operated refrigerators.
Istle.	

A public hearing is being held at the Tariff Commission Building in Washington on July 29 and requests to appear must be filed in writing with the Secretary of the Commission by July 24. Interested parties may, however, submit written statements about the proposed amendments. Such statements of which 19 copies are required, must be submitted not later than August 1, 1963, and sent to the Secretary, United States Tariff Commission, Washington 25, D.C.

A copy of the proposed Seventh Supplemental Report may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.47, Hillgate House, 35 Old Bailey, London, E.C.4. Inquiries about this Notice may, however, be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2856).

MEXICO

Customs Tariff and Import Licensing Changes

BY A DECREE published in the Mexican *Diario Oficial* on March 28, 1963 and amendments published in the *Diario Oficial* on April the Mexican Customs Tariff as a result of the incorporation therein 24 and May 25, a large number of alterations have been made to of concessions granted by Mexico to the other members of the Latin American Free Trade Association (LAFTA). The alterations are mainly amendments to the text of the Tariff and a number of extra headings have been created. For most goods imported from Britain the rates of duty are unaltered.

By a Decree published in the *Diario Oficial* on April 3, the import licensing requirements have been amended to conform to the new Tariff sub-divisions. For most goods imported from Britain the licensing position is unaltered.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 474 or 476).

PARAGUAY

Freedom from Taxes of Imports by the Roman Catholic Church

H.M. EMBASSY at Asuncion report the issue of Decree No. 347 of March 29, 1963, which gives the Roman Catholic Church the right to import into the country the following goods, free of all additional Customs charges, exchange surcharge or any other kind of charge, already in existence or which might be established in the future with the exception of port charges:

(a) Construction materials destined for the building of churches or public places of worship, seminaries for the education of clergy, colleges, hospitals and health centres managed by the Church.

(b) Objects intended for the practice of worship and works of Catholic apostleship, such as: articles and fittings for the altar, liturgical and religious books, sacerdotal ornaments, images and adornments for churches and places of worship.

(c) Office and study furniture, mechanical equipment, vehicles, articles of apparel, medicines and provisions provided that they are intended to be used in free services dispensed by the Church. In order to obtain these exonerations a specific application by the Ordinaries will be required and the Government reserves itself the authority to verify the destination and use of the articles imported into the country under the provisions of this Decree-Law and its regulations.

The exemptions set out in the preceding article will be granted provided that the goods to be imported are not produced in the country.

COLOMBIA

Import Control

THE BRITISH EMBASSY in Bogota has reported that by a Decree, No. 1311 of June 14, 1963, the following items have been transferred from the prohibited imports list to the 'prior licence' list (Lista Previa):

Item No.	Description
978	Entertainment articles and apparatus; Christmas tree articles and accessories: (b) Other than roundabouts and similar apparatus, motor or otherwise driven, for fairgrounds, and identifiable parts and components thereof.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationary Office, Room D.84, Atlantic House, Holborn Viaduct, London. E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

ARGENTINA

Modifications to Import Lists

ARGENTINE GOVERNMENT DECREES Nos. 3004, 3005 and 3007 of April 24, 1963, add the following items to the lists attached to Decree No. 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278):

Tariff No.	Item	List No.
	Decree No. 3004	
4556	Yellowish-white product in flakes, with a basis of starch esters (Solvitose C-5)	5
4280	*N*-Acetylsulphamethoxy-pyridazine	2
4744 bis	Solution in butanol of a thermosetting synthetic material composed of a semi-polymerized melamine-formaldehyde resin (Setamine U.S. – 132 B.B. – 60)	5
4744 bis	Solution in butanol of a thermosetting synthetic material composed of a semi-polymerized melamine-formaldehyde resin (Setamine U.S. 150)	5
4744 bis	Solution in butanol of a thermosetting synthetic material composed of a semi-polymerized melamine-formaldehyde resin, with a small quantity of phthalate plasticizer (Setamine U.S. 131)	5
4271	Liquid with the characteristics of unsaturated fatty acids distilled from dehydrated (?) castor oil, containing octadeca-9: 11-dienoic acid and octadeca-9: 12-dienoic (linoleic) acid in the conjugated and non-conjugated forms	3
4744 bis	Solution in butanol of a thermosetting synthetic material composed of a melamine-formaldehyde resin (Setamine U.S. 129')	5
4271	Pasty product formed on a basis of an ammonium salt of an organic acid (60%), aromatic hydrocarbons and a mineral filler (fundamentally aluminium silicate) (Corrector K)	4
4367	Solution of an alkyd resin modified with linseed oil in petroleum hydrocarbons ('Nu Deal Penetrating Finish')	5
4744 bis	Aqueous formaldehyde solution of a condensation product with characteristics of urea-melamine-formaldehyde, which may be considered as a thermosetting synthetic material ('Levegen B')	4
4280	1: 1-Diphenyl-3-piperidinopropan-1-ol methanesulphonate ('Lyseen')	2
4367	Liquid formed on the basis of petroleum hydrocarbons, a thermoplastic synthetic material (polyvinyl chloride) and an iron pigment ('Pozcote Synthetic Coating')	5
4280	*trans*-α-Dithienyl-4-dimethylamino-cyclohexylcarbinol methobromide ('Thihexinol methylbromide')	2
4744 bis	Modified phenolic resin ('Spiro')	5
4280	Clemizole 'hexachlorophenate'	2
4280	Quinethazone	2
1492	Sillimanite crucibles	3
4280	Hydochloride of the hyperglycaemic factor of pancreas (classified as a hormone type protein) (glucagon hydrochloride)	2
4280	Haloperidol	2
4280	1-(3-*p*-Fluorobenzoylpropyl)-4-hydroxy-4-*m*-trifluoromethylphenyl-piperidinium chloride ('Triperidol hydrochloride')	2
4744	Paste based on polyvinyl chloride and small quantities of a phthalate plasticizer and an artificial organic colour (Plastisol)	5
4271	Powder composed of magnesium sulphate (47·4%), cadmium sulphate (2·8%), boric acid (8·5%) and the remainder composed fundamentally of water of crystallization ('Oh-Kay B-77')	5
4280	4-Azacycloheptyl-2: 2-diphenylbutyramide ('Midriamide')	2
4280	*N*-3: 3-Diphenylropyldi *iso* propylamine hydrochloride	2
4280	α-Di-*n*-butylamino-*p*-methoxyphenylacetamide hydrochloride(Ambacetamide hydrochloride')	2
4280	4-Carbamoyl-1-[3-(4-fluorobenzoyl) (?)]-4-piperid-1-ylpiperidine hydrochloride (Dipiperon hydrochloride)	2
4280	1 - (3 - *p* - Fluorobenzoylpropyl) - 4 - *o* - methoxyphenylpiperazine ('Haloanisone')	2
4280	1 - (3 - *p* - Fluorobenzoylpropyl) - 4 - *o* - methoxyphenylpiperazine phosphate ('Haloanisone Phosphate')	2
	Decree No. 3005	
4262 bis	Oily liquid consisting of a solution of phenols in petroleum hydrocarbons (mainly xylene) ('Ascinin Special')	5
4556	Solution of an ester derived from phthalic acid in naphthenic hydrocarbons ('Levegal P.T.')	5
4859	Sodium hydrogen sulphate for industrial use	5
4744	Paste based on a silicone and polyester resin in styrene ('Setarol S.D. 62')	5
4556	Dipropylene glycol, technical	3
4756	Paste formed on a basis of a sulphohydrazide (48%) and chlorinated paraffin (52%), respectively ('Porofor B-13/C.P.50')	5
4820	Ammoniacal aqueous solution based on modified rosin, an alkyd type synthetic resin and a fatty amine ('Alcoat Wax 35')	5
4820	Liquid based on mineral and animal grease, rosin, urea, aluminium and sodium salts and a small quantity of a chlorinated solvent ('Impragnol C.S.')	4
4744 bis	Partially polymerized urea-formaldehyde thermosetting synthetic material ('Knittex T.C.')	4
4315 bis	Aqueous solution of ammonium acetate and chloride ('Knittex Katalyst F-53')	5
4280	2 - (2 - Dimethylaminoethyl) - 3 - [1 - (2 - pyridyl)ethyl]indene maleate ('Dimetpyridine maleate')	2
4280	8-Hydroxyquinoline ('Quinophenol', 'Bioquin')	2
4779	Hydrated platinum oxide answering to the chemical composition $PtO_2 \times H_2O$ (Adams Catalyst)	2
4280	Desipramine ('Pertrofan G.35020')	2
4844	Demethylchlortetracycline magnesium	2
4280	Homochlorcyclizine	2
4587 bis	Powder with the characteristics of a product containing 23% of 2: 6-dinitro-4-nonylphenyl butyrate ('Caprane')	3
4280	2: 2-Di(carbamoyloxymethyl)-4-methyl-pentane ('Nebutamate')	2
4587	Solution with the characteristics of 5-amino-1-di(dimethylamino-phosphoryl)-3-phenyl-1: 2: 4-triazole (Wepsyn solution)	5
4271	Sulphasalazine ('Azulfidine', 'Salicylazo-sulfapyridine')	2
4284/5	2. Amino-2-methylpropanol	3
4280	Biperiden hydrochloride ('Akineton hydrochloride')	2
4744 bis	Aqueous solution of a partly polymerized melamine-formaldehyde thermosetting synthetic material ('Knittex Everfit M.C.V.')	4
4271	Paste product from the condensation of aliphatic polyamines and a chloroacetic derivative of an aliphatic alcohol and an odorant ('Tinosoft C')	5
4284/5	Ethchlorvynyol ('Placidyl', 'Normoson')	2
4744 bis	Thermoplastic synthetic resin derived from petroleum hydrocarbons with a small quantity of an emulsifier and water ('Piccopale A-55')	3
4744 bis	Aqueous emulsion on the basis of a fluorinated resin (31%), propanone (15%), an emulsifying agent with characteristics of an ethylene oxide derivative (6%), and the remainder water ('F.C. 208')	4
4844	Medical-pharmaceutical speciality with characteristics of dried yeasts (some sporulated yeasts) capable of increasing resistance against microbial infection ('Proper-Myl')	2
4844	Substance with antibiotic properties produced by strains of streptomyces hygroscopus ('Hygromicin', 'Hygromix')	2
4844	Antibiotic substance produced by strains of streptomyces fradiae isolated from Thailand soil ('Tylosin', 'Tylan')	2
4280	*o*-Benzoylthiamine disulphide ('B.T.D.S.') (sic)	2
4844	Antibiotic substance produced by strains of streptomyces kitasatoensis similar to erythromycin and carbomycin ('Leucomycin')	2
4356	Thermosetting synthetic resin (phenol-formaldehyde) ('Amberol')	5

Argentine Government Decrees Nos. 3010 of April 24, and 3649 of May 10, modify as follows the lists attached to Decree No. 5439/59:

Decree No. 3010

Tariff No. 4556 is included in List No. 3 (40 per cent surcharge): products from condensation of propylene oxide and polyhydric alcohols (polyoxypropylene glycols, diols, triols, tetraols, etc.) whether or not modified with ethylene oxide, of the following types: Atlas G-2410; G-2420; G-2428; Actol 21-56; Actol 31-56; Actol 52460 and the like.

Tariff No. 4458 *bis* is included in List No. 3 (40 per cent surcharge): Dichlorotetrafluoroethane, known commercially as 'Freon 114'.

Tariff No. 4268 is deleted from List No. 2 (20 per cent surcharge): Benzoic, salicyclic, 3:4:5-trihydroxybenzoic, hydrocyanic acids, pyrogallol and their compounds not listed, excluding anthranilic acid, *p*-aminosalicyclic acid and its salts and benzoyl peroxide.

Tariff No. 4268 is included in List No. 2 (20 per cent surcharge): Benzoic, 3:4:5-trihydroxybenzoic, hydrocyanic acids, pyrogallol and their compounds not listed, including compounds of salicyclic acid, excluding anthranilic acid, *p*-aminosalicyclic acid and its salts and benzoyl peroxide.

Tariff No. 4268 is included in List No. 5 (150 per cent surcharge): 'Salicylic acid'.

Tariff No. 4273 is deleted from List No. 2 (20 per cent surcharge): Salicylic acid, crude.

Tariff No. 4273 is included in List No. 5 (150 per cent surcharge): Salicylic acid, crude.

Tariff No. 4592 *bis* is included in List No. 3 (40 per cent surcharge): Ossein gelatins for photographic emulsions, only.

Decree No. 3649

Tariff No. 5255/67 – Photographic films, flat and in rolls, 'Polaroid-Land' and similar types.

This item is hereby included in List No. 4 (100 per cent surcharge).

Tariff No. 5199 – Photographic cameras.

The text of this item in List No. 4 (100 per cent surcharge) is hereby modified to read as follows:

'Photographic cameras not mentioned in other lists.'

Tariff No. 5199 – Photographic cameras, excluding those made with meniscus lenses and those of gallery type.

Tariff No. 5199 – Photographic cameras with chamber for instant development, 'Polaroid-Land' and similar types, with any lens.

The above two items are hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 4280 – Cyclophosphamide.

This item is hereby removed from List No. 2 (20 per cent surcharge).

Tariff No. 4280 – Cyclophosphamide.

This item is hereby included in List No. 1 (without surcharge).

Tariff No. 4266 – Formic acid.

This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 4267 – Formic acid salts.

This item is hereby included in List No. 3 (40 per cent surcharge).

Argentina (*Continued*)

Tariff No. 5064 – Soluciones de etilundecilato de 10. (p.iodofenilo). (Given in the original Spanish as this chemical cannot be identified.)
This item is hereby included in List No. 2 (20 per cent surcharge).
Tariff No. 4411 – Calcium nitrate, only.
This item is hereby included in List No. 3 (40 per cent surcharge).
Tariff No. 4844 – Tetracyclinemethylene-L-lysine ('Tetralysal', 'Cyclolysal').
This item is hereby included in List No. 2 (20 per cent surcharge).

'Aforos' for Imports

ARGENTINE CUSTOMS ADMINISTRATION Resolutions establish the following index prices ('aforos') on which the surcharges and duties will be assessed. The 'aforo' system was explained in the *Board of Trade Journal* of November 10, 1961 (page 994):

Tariff No.	Item	Value C. and F. U.S. Dollars	Appraisement Unit
	Resolution No. 384		
4685	Magnesium hydroxide	595·00	1,000 kilos net
	Resolution No. 386		
4271	Thioglycollic acid concentration 100% . .	2,535·00	1,000 kilos net

Further Modifications to Import Lists (1)

ARGENTINE GOVERNMENT Decree No. 4743 of June 12, modifies as follows the lists attached to Decree No. 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278).

Article 1 *Tariff No.* 4805 Natural or potassium saltpetre called Chilean saltpetre.
This item is hereby removed from List No. 2 (20 per cent surcharge).

Article 2 *Tariff No.* 4233 Phosphates or calcium nitrate fertilizers.
This item is hereby removed from List No. 3 (40 per cent surcharge).

Article 3 *Tariff No.* 4882 Urea fertilizer, only, and compounds of urea, excluding urea peroxide.
The text of this item in List No. 2 (20 per cent surcharge) is hereby modified to read as follows:
"Compounds of urea, excluding urea peroxide".

Article 4 *Tariff No.* 4233 Artificial fertilizers based on calcium phosphate or calcium nitrate.
Tariff No. 4233 Calcium ammonium nitrate for fertilizers, only.
Tariff No. 4233 Mixed fertilizers containing more than one primary fertilizing element and not constituting a definite chemical compound.
Tariff No. 4233 Calcium cyanamide and ammonium nitrate/sulphate for fertilizers, only.
Tariff No. 4233 Basic slag for fertilizers, only.
Tariff No. 4309 Ammonium chloride and ammonium sulphate for fertilizers, only.
Tariff No. 4311 Ammonium nitrate for fertilizers, only.
Tariff No. 4313 Dibasic ammonium sulphate for fertilizers, only.
Tariff No. 4408 Impure calcium phosphate for fertilizers and for the manufacture of superphosphates.
Tariff No. 4408 Calcium superphosphate for fertilizers, only.
Tariff No. 4798 Impure potassium sulphate, for fertilizers, only.
Tariff No. 4805 Potash saltpetre or natural, so called Chilean saltpetre, for fertilizers, only.
Tariff No. 4808 Potassium chloride, for fertilizers, only.
Tariff No. 4851 Sodium nitrate for fertilizers, only.
Tariff No. 4882 Urea for fertilizers, only.

The above fifteen items are hereby included in List No. 1 (without surcharge).

All products mentioned in Article 4 shall be exempt from the payment of Consular dues and the statistical fee shall be reduced to 0·3 per cent (three per mil). In addition, as from the date of this Decree, sales of fertilizers of local or foreign origin shall be exempt from the payment of sales tax.

The exemptions will remain in force until December 31, 1965, unless there should be any change of substance in the capacity of local industry to supply these products.

'Aforo' System for Imports

ARGENTINE GOVERNMENT Resolution No. 73 of May 13 modifies the text of Resolution No. 226 of November 30, 1961 (see *Board of Trade Journal* of February 9, 1962, page 329). It establishes the 'aforos' detailed below on which the duties and surcharges on polyamide fibre yarns (Tariff No. 3614) will be assessed as from the date of this Resolution.

Prices in United States Dollars per Kilo of Yarn

Denier	Plain without twist	Plain with twist	Woven various	Woven covered by recognized International Marks	Coloured Yarns
10	10·50	—	14·00	14·00	For plain twisted and/or woven $1·50 per kilo shall be added.
12	8·30	—	11·80	11·80	
15	6·85	—	10·35	10·35	
30	5·00	6·50	8·50	8·50	
40	3·87	5·17	7·37	7·37	
60	3·70	4·80	6·20	6·60	
70	3·66	4·76	6·16	6·56	
90	3·45	4·45	5·95	6·35	
100	3·34	4·34	5·84	6·24	
210	3·30	4·20	5·80	6·20	

Notes:
For the intermediate denier the price shall be based on the next lower denier.
For deniers thicker than 210 the price shall be based on this yarn number.

Further Modifications to Import Lists (2)

H.M. EMBASSY in Buenos Aires report the issue of an erratum to Argentine Government Decree No. 1845 of March 11 (see *Board of Trade Journal* of 21 June, 1963, page 1417) as follows:
Tariff No 1799/802 – Steam generating boilers:
Where it states '. . . when said product is above 5000'.
It should read '. . . when said product is *not* above 5000'.

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER otherwise classifiable under Tariff Item 335 (E) (4), viz.: For use otherwise than in the manufacture of toilet paper, under security . . . . In sheets, the length of any side not to exceed 80 inches	335 (E) (1) (b)	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

MACHINERY AND APPLIANCES: Feeders, paper, designed for use with folding machines	449 (A) (1)	Free
PAPER AND PAPERBOARD: Otherwise classifiable under Tariff Item 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5), viz.: Paper having a substance not exceeding 27 grammes per square metre for use in the manufacture of transfers, under security .	335 (A) (1) (e)	Free
PREPARATIONS CONTAINING SYNTHETIC RESINS (other than goods to which Tariff Item 232 (E) (1) or 232 (E) (4) applies) in a form suitable for use in the manufacture of paints, enamels or varnishes, when in concentrated solution form in a volatile solvent, containing not less than 50 per cent by weight of synthetic resin and/or oil processed synthetic resin, which are non-fluid at 15·5 degrees Centigrade and which have a specific gravity at 15·5 degrees Centigrade of not less than 1·0	232 (E) (2)	Free

Reference to the Special Advisory Authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472), of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **woven fabrics containing not less than 20 per cent by weight of man-made fibres** (Tariff Items 460 (C) (5), 463 (C) (6) (a), 464 (C) (4) (a), 464 (C) (5) (d) (1), 464 (C) (6) (d) (1) and 465 (C) (5); and **embroidery** (Tariff Item 481 (B)).

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2840 or 3145) quoting reference No. C.R.E. 7273/63.

NEW ZEALAND

Prohibition on Import of Poliomyelitis Vaccine Revoked

THE REVOCATION of the New Zealand Customs Import Prohibition (Poliomyelitis Vaccine) Order No. 57 of 1963, dated April 22, 1963 revokes the prohibition on the importation of poliomyelitis vaccine except in accordance with a permit issued by the Director of the Division of Public Hygiene of the Department of Health, New Zealand.

Customs Tariff Inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty which should be imposed on air beds and air cushions covered by or included in the following tariff items:

Item No.	Tariff and Statistical Items	Rates of Duty		
		B.P.	M.F.N.	General
	Articles, n.e.i., of unhardened vulcanized rubber:			
629.981.1	Other articles	32½%	47½%	57½%
	Camping goods:			
656.200.2	Pneumatic mattresses, pillows and cushions	Free	15%	25%
	Made-up textile articles, n.e.i.:			
656.920.4	Pneumatic cushions	Free	15%	25%
656.920.9	Other kinds	25%	45%	60%
	Articles of man-made plastic materials, n.e.i.:			
	Inflatable beds and cushions:			
893.202.7	Other kinds	32½%	47½%	57½%

The public inquiry will take place in Room 102, 1st Floor, Departmental Building, Stout Street, Wellington, New Zealand, at 10.00 a.m. on September 19, 1963. Typewritten statements of evidence should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than September 5, 1963. 'Notes for the Guidance of Witnesses' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Each statement of evidence will, in general, need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959 they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Trade associations thought to be interested in the above inquiry have been informed and it is suggested that any British firm wishing to give evidence should get in touch with its trade association. Firms proposing to give independent evidence through their agents in New Zealand and wanting further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel Trafalgar 8855, Ext. 2611), quoting reference C.R.E. 8216/63.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, of their intention.

Import Licensing Schedule

A SUMMARY of the 1963/4 New Zealand Import Licensing Schedule was given in the *Board of Trade Journal*, April 5, 1963, page 803. The New Zealand Customs Department has now announced amendments to this Schedule. These amendments together with the original Schedule are now available for inspection at Room E.54, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

(1) ITEM CODE 58.01 Plastic Materials etc. viz Powders etc.
The allocation for Item Code 58.01, Plastics materials etc. viz Powder granules, flakes, blocks, lumps, and similar bulk forms is amended from 100 per cent 1962/3 licences to A (Category A allows the issue of additional licences against actual need as demonstrated by sales or usage in manufacture by the licence holder).

(2) ITEM CODE 73.22 Axles and Axle Boxes etc.
Ex Tariff Item 733.300 2 (vehicles nei and parts – other trailers) is to be added to Item Code 73.22 (axles and axle boxes of vehicles nei – not mechanically propelled) for which the allocation is 50 per cent 1962/3 licences.

(3) ITEM CODE 65.14 Textile fabrics, woven of cotton etc.
Warp knitted curtain fabric classed under Tariff Item 653.701 may be admitted under licences for Item Code 65.14 – allocation A – (allows the issue of additional licences against actual needs as

(*Continued on page* 158)

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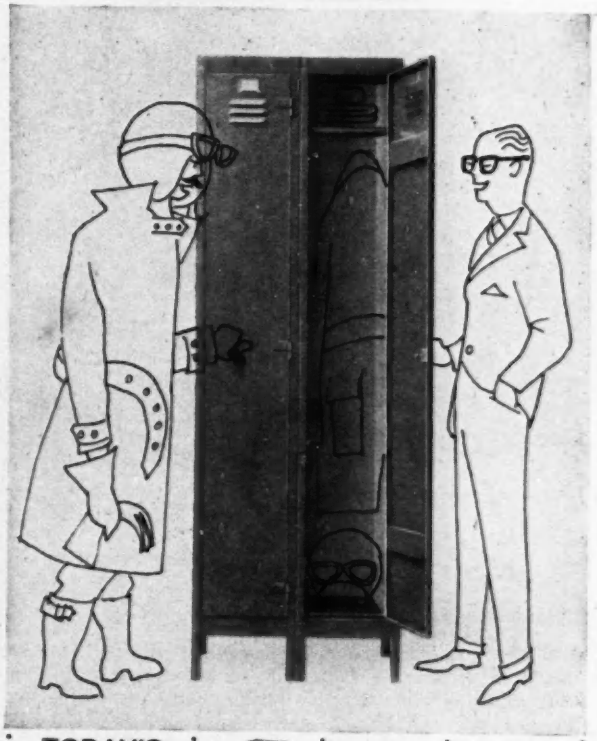

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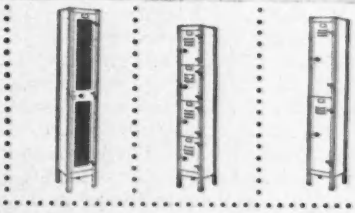

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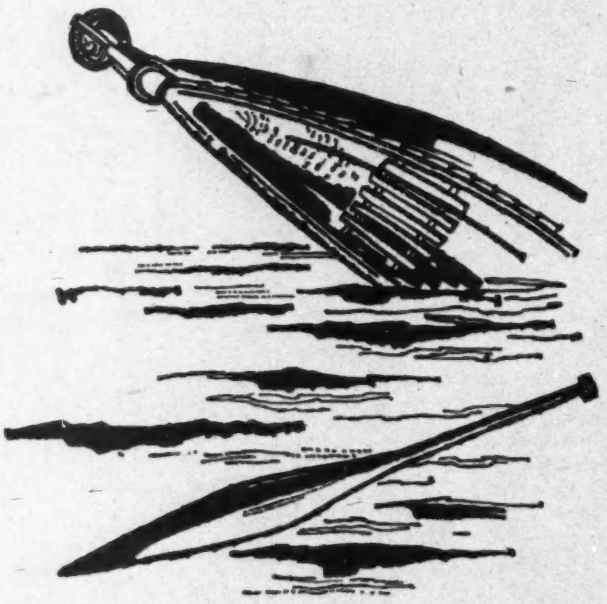

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demonstrated by sales of usage in manufacture by the licence holder).

(4) ITEM CODE 69.61 Coffin Furniture etc. – Aluminium Trawl Floats

Ex Tariff Item 698.120 9 wardrobe, cupboard and similar catches; door, flush, socket, and reversible bolts are to be added to Item code 69.61 – allocation D (licences not granted unless circumstances are most exceptional).

(5) ITEM CODE 89.39 – Ball Point Pens

An allocation of 50 per cent 1956 imports as a transfer from the general stationery licence. Item Code 89.42 (allocations 100 per cent 1962 licences) is provided for ball point pens having an f.o.b. value of not less than 7s. 6d. In addition an allocation for 100 per cent 1962/3 licences is provided for ball point refills of types not made in New Zealand and consideration will be given to applications for spare and service parts of ball point pens of types not made in New Zealand.

(6) ITEM CODE 86.23 Thermostats including Parts Therefor

Water heater thermostats and parts therefore are to be excluded from Item Code 86.23 and the allocation is amended from C (individual consideration of applications for licences) to 75 per cent 1962/3 imports. A new item code 86.34 is provided for water heater thermostats and parts therefor – allocation C.

No-remittance Scheme for Commercial Imports

THE NEW ZEALAND Minister of Customs has announced that the commercial no-remittance scheme announced on May 29, 1962 (see *Board of Trade Journal*, June 15, 1962, page 1361) is to be continued with the following exceptions:

(a) The qualifying date of February 28, 1962 for overseas earnings is removed.

(b) There is now no closing date for applications to the Reserve Bank for certificates of eligibility.

The following funds will be eligible under the scheme:

(a) Legitimately acquired overseas earnings of New Zealand importers. These funds will comprise mainly royalties and commissions.

(b) Sterling area currencies or securities, including shares purchased from other New Zealand residents on or before December 31, 1958 at the official rate of exchange.

The condition requiring the repatriation to New Zealand of 20 per cent of the total eligible funds will still apply.

Consideration will be given to the issue of licences for goods of a class for which normal remittance licences are being issued in terms of the 1963/64 Import Licensing Schedule. Where the goods are required for resale licences will be issued only to importers with a history of importing goods of a similar class. If the goods are required for the importer's own use and not for the purpose of resale, licences will be issued for this purpose within the limits of the scheme.

Increased Imports of Motor Cars

THE MINISTER OF CUSTOMS has announced details of measures the Government has decided to adopt in an endeavour to overcome the shortage of new motor cars:

(i) Import will be increased by means of the commercial no-remittance scheme detailed above.

(ii) The private no-remittance scheme is to be continued.

(iii) 'Bonus' licences will be issued to the equivalent value of certain classes of licences issued under the private no-remittance scheme. This scheme will operate in respect of applications received on and from June 18, 1963 until June 30, 1964. Fuller details of this scheme can be seen at Room E54, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

(iv) The allocation for built-up motor vehicles is being increased to the equivalent of 100 per cent 1958 licences (old Schedule) (see *Board of Trade Journal* of August 23, 1957, pages 445/6).

(v) An additional allocation of £2½m. is being distributed to motor assembly companies after December 31, 1963 based on the extent by which total production and sales for the period July 1, 1963, to December 31, 1963, has exceeded normal production as determined by current 1963/64 basic licences.

1963-64 Import Licensing Schedule

A SUMMARY OF the 1963/64 New Zealand Import Licensing Schedule was given in the *Board of Trade Journal*, April 5, 1963,

New Zealand (*Continued*)

page 803. The New Zealand Customs Department has now announced further amendments to this Schedule. The main changes are as follows:

I. Item Code 66-38—Tableware etc. as approved

The minimum F.O.B. value limit is removed from certain items approved for entry under this Item Code. A list of these items is available at the address mentioned below.

All basic licences issued under Item Code 66.38 (allocation 100 per cent 1962-63 licences) are to be endorsed available for imports under Item Code 66.40 (other tableware – allocation 'C' – individual consideration of applications) and 66.41 (artificial flowers, leaves and sprays of porcelain etc . . . allocation 100 per cent 1962-63 licences.) Licences under Item Codes 66.40 and 66.41 are not available for imports under Item Code 66.38.

II. Item Code 85.04—Footwear—Children's Size 10-Size 1½

The allocation for Item Code 85.04 is amended from C (individual consideration of applications) to 75 per cent 1962 licences issued under Item Code 85.04 in the 1962/3 Schedule. (This covered sizes 9-1½).

I. Item Code 85.05—Footwear

The allocation for Item Code 85.05 - Footwear, viz maids' and youths' utility boots and shoes suitable for school or college wear exceeding children's size 1½ but not exceeding size 7 is amended from C (individual consideration of applications) to 75 per cent 1962-63 licences.

Further details of these amendments together with the original Import Licensing Schedule are available for inspection at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

JAPAN

Permitted Food Preservatives

A REVISED LIST of permitted food preservatives, correct at June 17, 1963, is available in Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 458).

REPUBLIC OF SOUTH AFRICA

Customs Tariff Classifications

GOVERNMENT NOTICES No. 367 and 387 published in the Republic of South Africa *Government Gazettes* of June 21 and 28 respectively, reproduce Amendment Lists No. 50 and 51 to the Customs Tariff Guide. Consequential Customs Tariff changes are as follows:

Oil Emulsions N.E.E. including solidified oil emulsions for use in the spinning industry, for lubricating cotton or wool, when imported in bulk have been transferred from tariff item 335 to item 239(6). The duty becomes 10 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* as previously.

Wax Emulsions N.E.E. not being polishes have been transferred from tariff item 335 to item 239(6), when imported in bulk. The duty becomes 10 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* as previously.

Haemostatics, absorbable surgical dressings are now included under tariff item 329(1) but remain free of duty from all sources.

Tassels for blinds, umbrellas, walking sticks, furniture, lampshades, Christmas cards, etc., of textile fibres other than cotton have been transferred from tariff item 335 to item 73(3). The duty is unchanged at 20 per cent *ad valorem* from all sources.

Tufts, leather, for coir mattresses have been transferred from tariff item 335 to item 256. The duty becomes 25 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* as previously.

Typewriter Covers, textile, other than cotton, have been transferred from tariff item 335 to item 73(3). The duty is unchanged at 20 per cent *ad valorem* from all sources.

Vermiculite has been transferred from tariff item 335 to item 169(4) when imported in bulk. The duty becomes 10 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* as previously.

Vichy Water, not aerated, has been transferred from tariff item 335 to item 51. The duty becomes 15 cents per imperial gallon from all sources instead of 20 per cent *ad valorem* as previously.

Dishwashing Machines, electrically heated, have been transferred from tariff item 143(b)(vi) to item 119(d). The duty becomes 20 per cent *ad valorem* from all sources instead of 15 per cent *ad valorem* (Britain) and 20 per cent *ad valorem* from all other sources as previously.

Welting and Ribbing, knitted, for garments in (individual) pieces of less than one running yard of wool or other fibre has been transferred from tariff item 335 to item 73(3). The duty remains unchanged at 20 per cent *ad valorem* from all sources.

Whips, Crops or Sjamboks have been transferred from tariff item 335 to item 256. The duty becomes 25 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* as previously.

Wristlets or Watch Bands, textile, have been transferred from tariff item 335 to item 73(3). The duty remains unchanged at 20 per cent *ad valorem* from all sources.

Metal Yarns for sewing, knitting, embroidery or crochet previously covered by tariff item 80(3)(d) and metal yarns not for sewing previously covered by tariff item 80(3)(e) are both now classified as wire under tariff item 153(d). They are now free of duty (Britain) and 3 per cent *ad valorem* from all other sources instead of 5 per cent *ad valorem* and 10 per cent *ad valorem* from all sources respectively as previously.

Rubber and Cork Composition in sheets, unworked (i) for engine packing and (ii) other previously covered by tariff items 131(a) and 268(d) have been transferred to item 268(b) and are now free of duty from all sources.

In addition to the above the following recent changes have also been made in the Customs Tariff:

Sails, boat, yacht and wagon, of cotton and nylon, not being nylon canvas, previously classified under tariff items 73((3) and 335 respectively, have been transferred to item 75(2). The duty remains unchanged at 20 per cent *ad valorem* from all sources.

Seats, of the folding type, for infants; hanging type for suspending by rope, cord or chain, of canvas have been transferred from tariff item 75(2) to item 73(3). The duty remains unchanged at 20 per cent *ad valorem* from all sources.

Sleeping Bags of cotton and nylon have been transferred from tariff items 73(3) and 335 respectively to item 75(2). The duty remains unchanged at 20 per cent *ad valorem* from all sources.

Customs Tariff Applications

CUSTOMS TARIFF APPLICATION List No. 343 published in the Republic of South Africa *Government Gazette* of July 12, states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff:

For an increase in duty on:

Hypodermic needles: from Free to 25 per cent. *ad valorem*.

(*Continued on next page*)

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South Africa (*Continued*)

Where British Trade organizations are thought to be interested in the above application they are being informed and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1, quoting reference CRE 8588/63.

KENYA AND UGANDA

Customs Tariff Change

DETAILS were given in the *Board of Trade Journal* of June 28, page 1482, of certain changes in the Kenya and Uganda Customs Tariffs with effect from June 11, 1963. The following additional change has also been made in both tariffs, with effect from the same date.

Tariff Item	Article	Rate of Duty
112 (b)	Drugs, medicinal and veterinary preparations:	
	(i) Prepared according to the British Pharmacopoeia or the British Pharmaceutical Codex or the United States Pharmacopoeia but not including any proprietary drugs or medicinal preparations	Free
	(ii) Such other non-proprietary medicinal and veterinary preparations which the Commissioner may, on the advice of the Chief Medical Officer or Chief Veterinary Officer, admit under this sub-paragraph as equivalent to or comparable with the standard drugs, medicinal and veterinary preparations referred to in sub-paragraph (i) above	Free
	(iii) Proprietary drugs, medicinal and veterinary preparations intended solely for ethical sale or for the prophylaxis of disease which the Commissioner may, on the advice of the Chief Medical Officer or Chief Veterinary Officer, admit under this sub-paragraph	Free
	(iv) Other	*ad val.* 25%

For the purpose of this tariff item:

(A) A 'Proprietary drug or medicinal or veterinary preparation' is a drug or medicinal or veterinary preparation which is held out by any advertisement whatsoever, either before or after importation, as efficacious for the prevention, cure or relief of any malady, ailment, infirmity, or disorder affecting human beings or animals, and

(i) which is sold under a trade name or trade mark to the use of which any person has or claims or purports to have an exclusive right; or

(ii) of which any person has or claims or purports to have the exclusive right of manufacture or for the making of which any person has or claims or purports to have any secret;

(B) drugs or medicinal or veterinary preparations are only sold ethically when they are supplied against a prescription written by a registered medical practitioner, veterinary surgeon or dentist for individual patients, human or animal.

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PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Assets

THE IMPENDING liquidation of the following Indian businesses has been reported by H.M. Consulate-General to Lourenço Marques. Claims against their assets must be submitted by July 15, 1963.

District of Lourenço Marques

Dayaram Nagar, Parshotam Keshavji, Virgy Khima, Narsi Naram (branch of Pateque Commercial Ltd.), Mohanlal Karsan, Jamnadas Balubhai, Davaram Liladhar, Godaribai Bahgvanji Keshavjee, Radhabai Gokaldas, Adamogy Assam, Govindji Jamnadas, Shantilal Jesang, Khishorkumar Jesang, Bharatkumar Jesang, Chandrakante Shantilal, Rugnath Ranjee.

Inquiries about this Notice should be addressed to the Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3082), quoting reference number CRE 1906/61.

FRANCE

Global Quota for Coffee

THE FRENCH *Journal Officiel* of July 3, 1963, announced the opening, for the second half-year of 1963, of a quota for the import of unroasted Arabica Coffee (Tariff No. 09-01 A 1a) originating in and imported from countries of the convertible franc zone (including Britain).

Applications for import licences, on form AC, will be received by the Service des Autorisations Commerciales (Importations), La Direction des Relations Economiques Exterieures, 8, rue de la Tour-des-Dames, Paris 9, from July 3 onwards. They should be made in accordance with the conditions laid down for the import of coffee from foreign countries, published in the *Journal Officiel* of January 14, 1962.

Only applications concerning Arabica coffee of a quality at least

(*Continued on next page*)

British Commercial Representatives Overseas

THE FOLLOWING AMENDMENTS should be made to the list of British Commercial Representatives Overseas published in the *Board of Trade Journal* of June 28:

Australia – The address and telephone number of the British Trade Commission in Melbourne should read The Colonial Mutual Life Building, 330 Collins Street, (Tel. 67-7254 and 67-8601).

France – The address of the British Consulate at Bordeaux should read '15 Cours de Verdun'.

Kuwait – The telegraphic address of the British Embassy is (Prodrome, Kuawait).

Lebanon – The telephone number of the British Embassy, Beirut, should read 221550-3.

Spain – The telephone number of the British Consulate, Bilbao, should read 214780 and 214789.

Sudan – The name of the First Secretary (Commercial) should read 'Mr. D. M. Kitching'.

Egypt (United Arab Republic) – The address of the British Embassy in Cairo should read 'Kasr-El-Dubara'. The address of H.M. Consulate-General in Alexandria should read 'Rue Iskandar El Akbar, N. A.'

France (*Continued*)

equivalent to New York type 6 will be considered.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

Modifications to French Customs Tariff

THE FRENCH *Journal Officiel* of July 4, 1963, announced that the temporary suspension of the Customs duty on imports of molasses (Tariff No. 17-03 B IV) previously announced in the *Journal Officiel* of March 24, 1963 (see *Board of Trade Journal* of April 5, 1963, page 809) has been extended until September 30, 1963.

The same *Journal Officiel* also announced the following temporary reductions and suspensions of the Customs duty on imports of the following items:

Tariff No.	Description	Reduced Rate of Duty
17-01	Beet sugar and cane sugar, solid:	
	A. With a sucrose content of less than 99·8 grams per 100 grams of dry product	Suspended (up to and including July 31, 1963).
	B. With a sucrose content of 99·8 grams or more per 100 grams of dry product, including sugar candy	77% (Up to and including July 31, 1963).
28-52	Salts and other compounds, inorganic or organic, of thorium, uranium or rare earth metals (including yttrium and scandium); inter-mixtures of such salts and compounds:	
	B. Other:	
	I. Cerium compounds:	
	b. Salts and other inorganic or organic compounds:	
	(1) Cerium chloride and cerium sulphate	2% For chlorides of rare earth metals (up to and including December 31, 1963).
	II. Other	2% For chlorides of rare earth metals (up to and including December 31, 1963).
29-01	Hydrocarbons:	
	D. Aromatic:	
	VI. Other	Suspended For divinylbenzene (up to and including December 31, 1963)
51-01	Yarn of man-made fibres (continuous) not put up for retail sale:	
	B. Yarn of artificial textile fibres:	
	I. Hollow-filament:	
	(a) Containing at least 85% by weight of such artificial fibres, single, unthrown or thrown with less than 400 turns	Suspended (Up to and including December 31, 1964).
	(b) Other	Suspended (Up to and including December 31, 1964).

The French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Remission of Duty and Processing Levy

NOTICES PUBLISHED in the *Board of Trade Journal* issued on January 1, 1959, and December 30, 1960, referred to the administrative procedures, laid down by the Commission of the European Economic Community, for determining when goods passing between member states would qualify for the benefits of the tariff reductions, freedom from quantitative restriction, or increased quotas between them which took effect under the provisions of the Treaty of Rome.

As was explained in the earlier Journal notices mentioned above, to obtain the benefits accorded to trade between the member states of the Community, the exporter in a member state is required to produce a Circulation Certificate, endorsed by the customs authorities of the exporting country, certifying that the goods qualify under one of the following conditions:

(a) that the goods have originated in a member state;

(b) that the goods have been imported unto a member state from a non-member state and import duty has been levied with no drawback of part or all of the duty having been given;

(c) goods produced partly or wholly in a member state from products originating in a state not a member of the Community (whether imported directly or through another member state) on which a full or partial drawback or remission of customs dues or charges had been allowed on the products, the goods produced therefrom qualify for the tariff and quota benefits only if one of the following conditions apply:

(i) that the products originating in a non-member country were first imported by another member state where customs dues or charges with no full or partial drawback were levied upon them;

(ii) that the goods have been subject to collection in the member state of manufacture of a levy at a rate equal to a percentage of the import duty in the Common Tariff relating to the incorporated products.

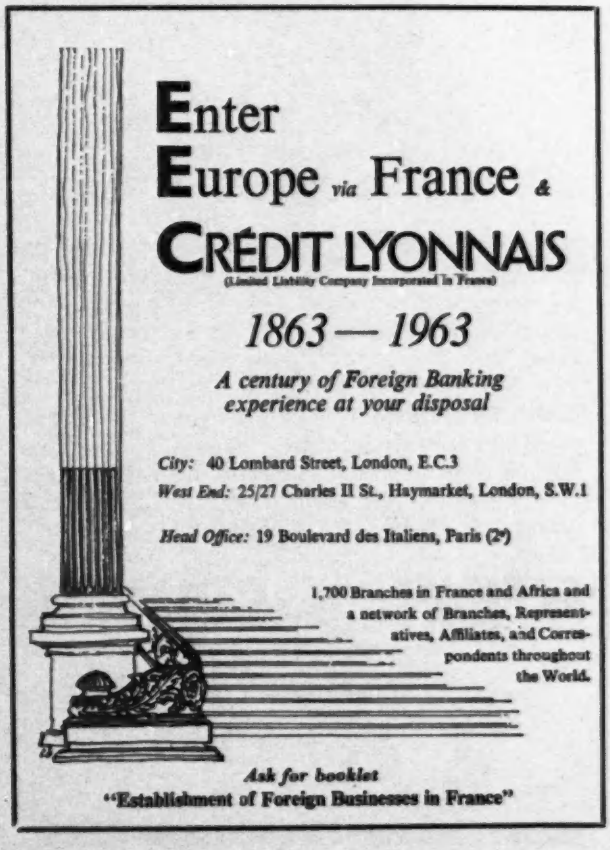
An information memorandum recently issued by the Community reports the provisional decision taken by the Commission to raise the levy referred to at (ii) above to 55 per cent, as from July 1, 1963, until September 30, 1963. Originally the levy had been fixed at 25 per cent on June 28, 1960, raised to 35 per cent January 1, 1962, and to 45 per cent July 1, 1962.

The information memorandum points out that the provisions of the Treaty dealing with tariff matters have been affected during 1962, as a result of the introduction of a levy system for certain agricultural products and the association of Greece with the Community. Since these developments directly affect the scope of Article 10 (2) subparagraph 2) of the Treaty it is thought that the Commission will shortly take a decision to amend and bring up to date the decision of June 28, 1960. Pending this decision the 55 per cent rate has been provisionally adopted.

Tariffs in the European Economic Community

THE *Journal Officiel des Communautes Europeennes* dated June 29, 1963, contains the text of decisions taken by the Council of the European Economic Community temporarily suspending or reducing the Common Tariff for the following items. Notices in the *Board of*

(*Continued on next page*)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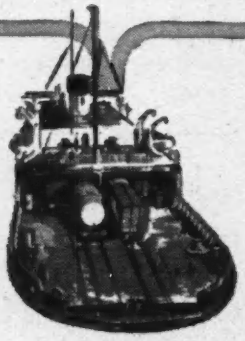

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EEC (*Continued*)

Trade Journal published January 18, 1963, page 176, and March 29, 1963, page 736, related to the earlier decisions taken by the Community to suspend the Common Tariff for the products covered by headings ex 29.01 D VI and 17.03 B IV respectively until June 30, 1963.

Tariff Heading	Description of Goods	Common Tariff
17.01	Beet and cane sugar, solid	Total suspension until July 31, 1963.
17.03 B IV	Molasses, whether or not decolourized: Other: Not specified	*Total suspension until August 31, 1963.
28.52 ex B	Salts and other compounds, inorganic or organic, of thorium, of uranium or of rare earth metals (including yttrium and scandium); intermixtures of such salts and compounds: Other: Chlorides of rare earth metals	2% until December 31, 1963.
29.01 D ex VI	Hydrocarbons: Aromatic: Other: Divinylbenzene	Total suspension until December 31, 1963.
51.01 ex B	Yarn of man-made fibres (continuous), not put up for retail sale: Yarn of fibres described in Note 1 (b) to this Chapter: Hollow filament yarn of man-made fibres	Total suspension until December 31, 1964.

* For this item the suspension of the Common Tariff is automatically extended to September 30, 1963, in the absence of a unanimous decision to the contrary by the Council.

NORWAY

EFTA Tariff Reductions

IN THE NOTICE published on pages 1424/5 of the *Board of Trade Journal* of June 21, 1963, about the revised time table for the elimination of the remaining intra-EFTA tariffs and quantitative restrictions, reference was made to a list of goods to which Norway would be permitted to apply the original (slower) time table for tariff reductions.

These excepted goods are:

LIST OF GOODS

Brussels Nomenclature No.	Description of Goods
ex Chapter 56:	
56.05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale.
56.06	Yarn of man-made fibres (discontinuous or waste), put up for retail sale.
56.07	Woven fabrics of man-made fibres (discontinuous or waste).
Chapter 60	Knitted and crocheted goods.
ex Chapter 61:	
ex 61.01	Men's and boys' outer garments, of which the chief constituent fabric contains man-made fibres.
61.02	Women's, girls' and infants' outer garments.
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs.
61.04	Women's, girls' and infants' under garments.
61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric) whether or not elastic.
ex Chapter 64:	
ex 64.02	Ladies' footwear with uppers of leather or composition leather, other than oiled leather: 23 cm. and more in length (6402.002, 6402.003, 6402.004).
ex Chapter 84:	
ex 84.15	Electrical refrigerators (excluding freezers) incorporating a refrigerating unit for domestic use (8415.112, 8415.118, 8415.142, 8415.148). Freezers incorporating a refrigerating unit, electrical (8415.310, 8415.400).
ex 84.40	Electric washing machines for domestic and institutional use (8440.100, 8440.291).

On these items the Norwegian EFTA tariff, which has already been reduced to 50 per cent of the base date tariff, will be reduced in accordance with the following time table:

A 10 per cent. reduction at December 31, 1965, i.e., to 40 per cent. of the base date tariff.

A 10 per cent. reduction at December 31, 1966, i.e., to 30 per cent. of the base date tariff.

A 10 per cent. reduction at December 31, 1967, i.e., to 20 per cent. of the base date tariff.

A 10 per cent. reduction at December 31, 1968, i.e, to 10 per cent. at the base date tariff.

A 10 per cent. reduction at December 31, 1969, i.e., complete elimination.

Any inquiries relating to this Notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2260).

SPAIN

Opening of Global Quotas

THE LIST of Spanish global quotas for 1963 was published in the *Board of Trade Journal* of March 29, pages 732 and 735.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		U.S. dollars	
4	Miscellaneous food products	25,000	August 15
12	Special fertilizers	200,000	August 15
13	Varnishes, paints, pigments and similar preparations	150,000	August 17
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of chemical industries, not liberalized and not included in other quotas	455,000	August 17
17	Polymerization and copolymerization products, artificial plastic materials, cellulose ethers and esters and artificial resins, non-liberalized and not included in other quotas	1,200,000	August 17

AUSTRIA

Exemption from Equalization Tax

H. M. EMBASSY in Vienna have reported the publication by the Austrian Ministry of Finance of a list of imported goods which are exempt from equalization tax. Except in a few cases where the effective date is April 30, 1963, this exemption came into effect from June 30, 1963. Full details (in German) of the goods exempt from equalization tax may be seen in Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 458 or 459).

IRISH REPUBLIC

Import Quota from Cycle Tyres

IT WAS ANNOUNCED in the *Board of Trade Journal* of June 21, 1963, page 1423, that, subject to the enactment of legislative proposals which were at that time before Dail Eireann, the quota restrictions on cycle tyres would be removed as from July 1, 1963, in relation to certain countries including those which are members of the Organization of Economic Co-operation and Development.

The Government of the Irish Republic have now announced that an Order has been made entitled the Control of Import (Quota No. 2) (Amendment) Order, 1963. The effect of the Order which came into operation on July 5, is to remove the import restrictions on cycle tyres manufactured or produced in the following countries:

Austria, Belgium, Canada, Denmark, France, Federal Republic of Germany, Greece, Iceland, Italy, Luxembourg, The Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, United Kingdom and the United States of America.

Tariff Concessions for Paint of Northern Ireland Origin

THE GOVERNMENT of the Irish Republic announced on June 25 that further to previous announcements (see *Board of Trade Journal* of December 7, 1962, page 1189, January 4, 1963, pages 54-55, and February 15, 1963, page 418) about tariff concessions for imports of Northern Ireland origin, arrangements have now been completed for the grant of import facilities for paint imported into the Irish Republic from Northern Ireland.

Applications for licences should be addressed to the Secretary, Department of Industry and Commerce, Kildare Street, Dublin 2, quoting the tariff reference No. 32.09 and should be accompanied by invoices (in duplicate) embodying a certificate by the manufacturers that the paint was manufactured by them in Northern Ireland.

LOOKING AHEAD

BRITAIN'S ECONOMY EXPLAINED IN GOVERNMENT PUBLICATIONS

BROADSHEETS: GROUP I – TRADE EXPANSION

1. *Why?* (why must we expand exports?)
2. *How?* (how are we going to do it?)
3. *Where?* (where are our potential markets?)

GROUP II — ECONOMIC GROWTH

4. *Economic Growth* (why we need to 'grow' faster)
5. *Target for Growth* (what it means: Neddy's role)
6. *Action for Growth* (how to reach our growth rate)

POSTER:

1. 'What we sell abroad' (out now)

Further broadsheets and posters are planned. Broadsheets 1 to 5 and Poster 1 are available now (free) from Circulation Section (H), Central Office of Information, Hercules Road, S.E.1.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade appears on page xiv of the *Report of The Working Group on Export Merchants* supplement. (*BoTJ.* February 1, 1963.)

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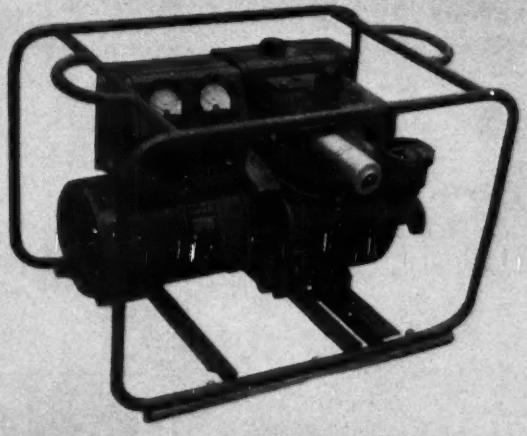

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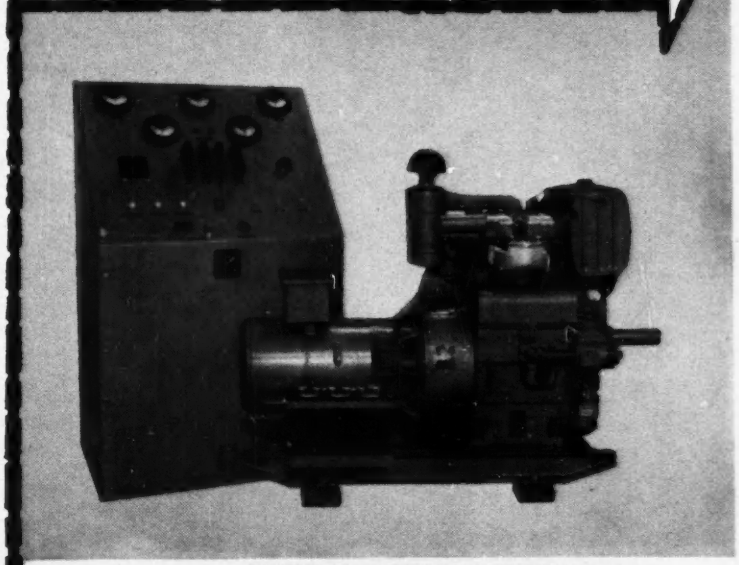

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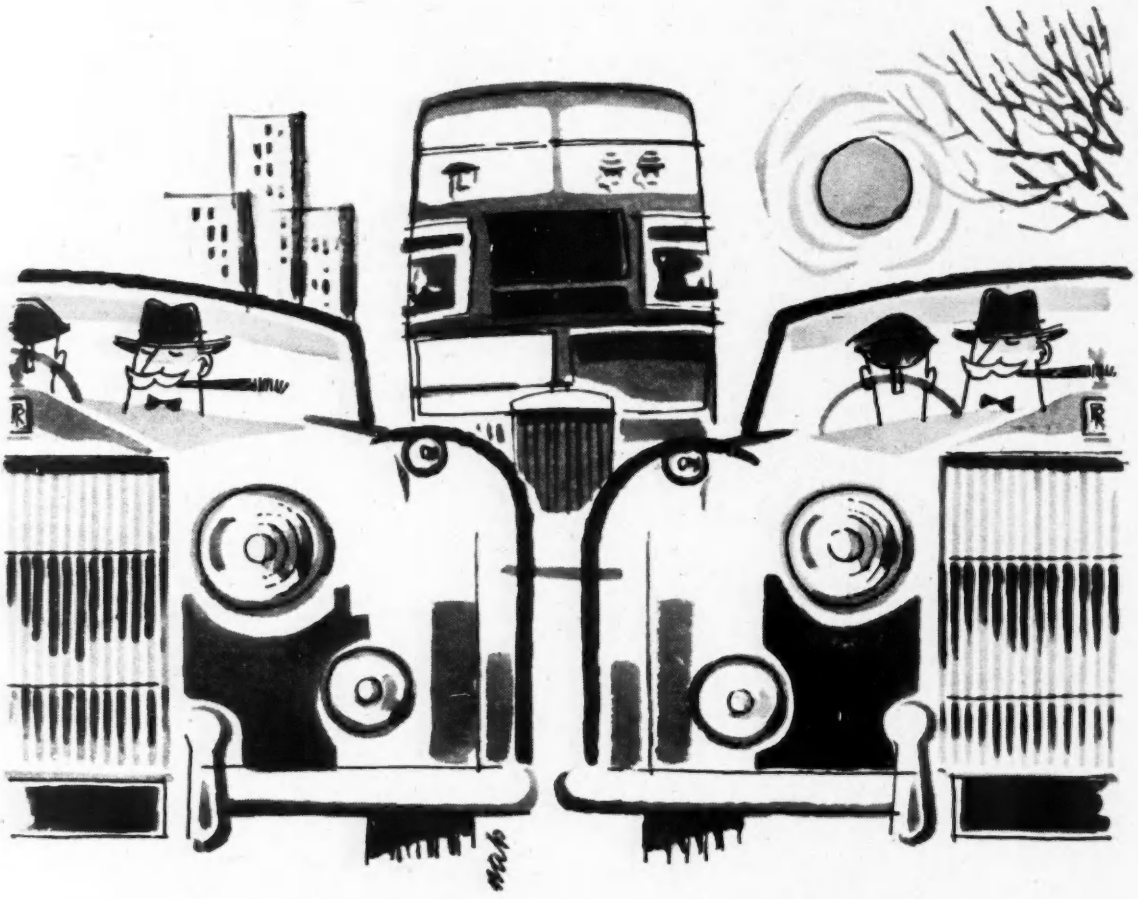
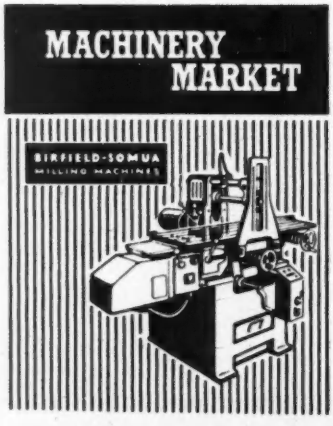


which one got the contract?



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